


5-1989

Irish Building Services News

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IRISH **building SERVICES** NEWS

INCORPORATING IRISH H&V NEWS

MAY/JUNE 1989

Eddie Egan - An Irreplaceable Loss

THE news of Eddie Egan's sudden death recently shocked and saddened virtually the entire building services industry given that Eddie was known to the vast bulk of people who work within the sector.

Moreover, there were as many again from outside of the industry who came into contact with him and learned to like and respect him.

This was especially brought home during the funeral Mass service in Dundrum with the church packed to capacity and crowds gathered together outside every door. All had come to pay their last respects to a highly-regarded colleague, business associate, fellow-sports enthusiast or simply a much-loved friend.

Even where business was concerned, talk of sport always entered into one's relationship with Eddie.

Nationally, he was known more for his contribution to the development of rugby, especially at Junior Section level of the Leinster Branch where he held the position of Honorary Secretary from 1975 until his recent untimely death.

Throughout this time there was a break from 1982 to 1984. However, this was to allow him serve as President of the Leinster Branch, an honour very rarely bestowed on an official from the Junior Section.

He was also a life-long member of CYMS and indeed he played with them for many years as a wing forward while serving his time as an apprentice.

Nonetheless, the vast bulk of our readership knew Eddie through his role as Secretary of the BTU Golf Society. He was one of the original founders of the Society and served with distinction right up to his untimely death.

He will be an immense loss to

Published by ARROW@TU Dublin, 1989



• Eddie Egan.

the industry, not least because of his organisational skills and incredible work rate.

However, what will be missed even more is his sense of fun, the unique turn of phrase, the off-the-cuff witticisms.

Obviously those who will miss him most will be his wife Pat and five children. All were influenced by his enthusiasm for sport and, as a family, they had a very close active involvement with one another.

To them in particular we extend our sincere sympathy.

Ar dheis De Go Raibh A Anam.

• A specially-arranged BTU mass will take place at the Church of the Holy Spirit, Ballyroan, Rathfarnham, on 12 June next at 7.30 p.m.

Vent-Axia

AS and from 1 May Vent-Axia Ventilation have been operating from a new larger sales, service and distribution centre situated at Western Industrial Estate, Naas Road, Dublin 12.

The site address number is Unit 921, the changed telephone/fax details being as follows: Tel: 01-504133 (3 lines); Fax: 01-504570.

A new trade counter and showroom is also in operation. Hours of business at the new premises are 9 am to 1 pm; 2 pm to 5 pm, Monday to Friday.

Keeprite International Appoint Season Control

KEEPRITE INC, Canada's largest manufacturer of commercial refrigeration and air conditioning systems, has appointed Season Control Ltd exclusive distributors for the Republic of Ireland.

A performance level for their products can be measured by the company's success in the export market, where the KeepRite name is becoming familiar throughout the world. In addition to product performance, much of the firm's success is attributed to its policy of extensive support for export customers. For example, KeepRite offers a choice of finished product, partially knocked down product or completely knocked-down product (for local assembly) according to the needs of the market. The firm also considers co-venture operations with local partners.

Among the most popular KeepRite products are Climette room air conditioners, available in capacities ranging from 5,000 to 22,300 BTU's and

up to 9.4 EER efficiency. The units offer extensive corrosion resistance; three-speed fans and stylish wood-grain finishes. They are available with electric heating elements in selected models.

For permanent year-round comfort, KeepRite Climatizer mini-split units have become popular in both residential and commercial applications.

The Mini-Split series, in cooling capacities from 9,000 to 24,000 BTU's, consists of an indoor and outdoor unit. The indoor portion includes controls, thermostats and optional electric heating element enclosed in an attractive cabinet finished with tough corrosion-resistant epoxy paint.

A separate air-conditioning compressor module is located outdoors to isolate noise.

When optional electric heating (rated from 2,100 to 3,500 watts) is included, the built-in thermostat maintains the desired comfort level automatically, switching between heating and cooling

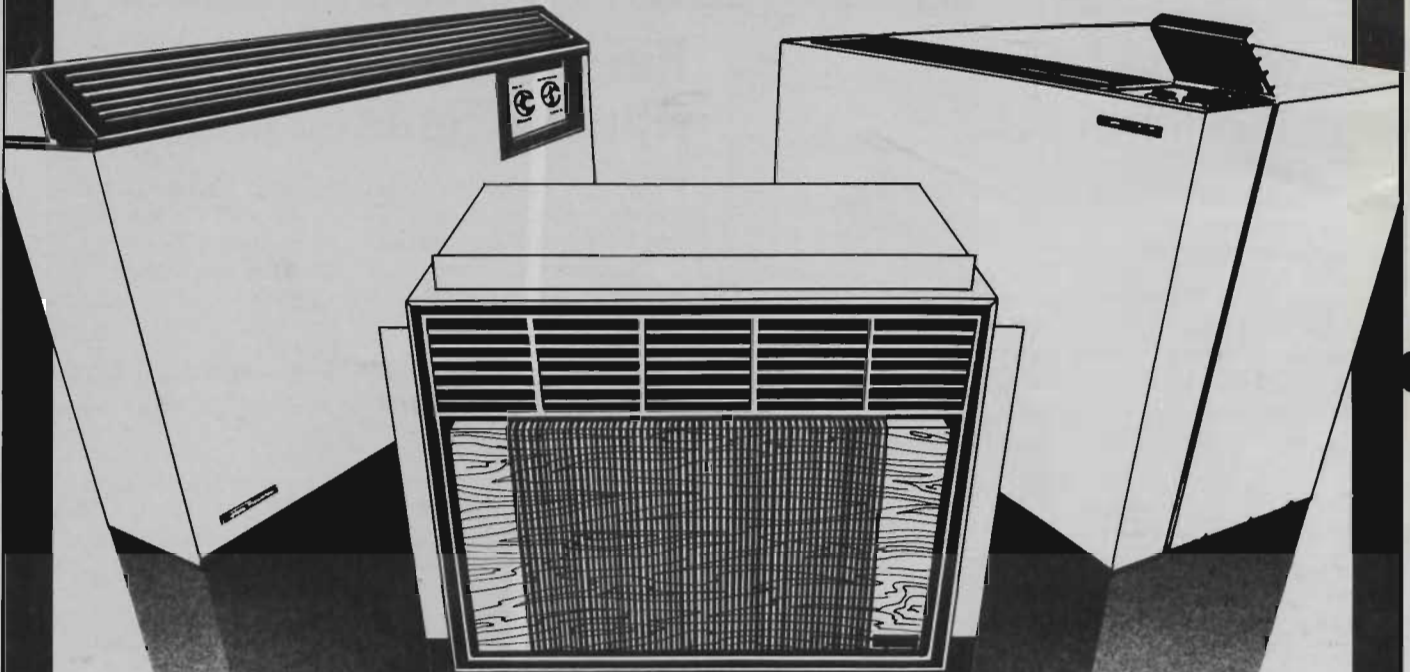
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IRISH BUILDING SERVICES LTD. 25TH ANNIVERSARY
CELEBRATORY SUPPLEMENT SEE PAGE 9.

KeepRite **AIR CONDITIONERS**



COOL IDEAS THAT WILL HEAT UP YOUR BUSINESS

In Countries all over the World, you'll find people enjoying the cool, quiet comfort of KeepRite Air Conditioners. Why? Because KeepRite knows what the world wants.

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Eddie Egan - A Personal Appreciation

EDDIE and I first linked up as a team in Galway on the Regional Hospital project in 1949. We instantly became friends with a certain amount of rivalry; we travelled all over Ireland with Matthew Hall and Haden Engineering, and later went to the Middle East. I am sure Eddie will be remembered in many parts of Ireland; we had major stop-overs in Galway, Derry, Sligo, Clonmel, Waterford and finally Baghdad; Eddie was the only person I know who managed to secure a rebate from an Irish landlady!

Space will not allow the full illustrious career of Eddie to be recalled here, he had a vital talent of leading every sort of

person along the guidelines of life and had a genius for making people feel important.

You will all have had your memories of Eddie, his stories, his wit, his songs, his energy, his dedication and above all his 100% commitment to the job in hand, be it family, work or sport. The magic years of Eddie will be long remembered.

Our deep and sincere sympathy is extended to his wife Pat and all the members of his family. It is good to know that Eddie's eldest son Alan is carrying on the tradition of his father. He is presently a contracts engineer with a large UK organisation.

DES BUGGY



• The intrepid fishing party at the quayside in Kinsale prior to their departure on the "Grundfos Moving On Water" experience page 4.

Wilo Competition Winners

THROUGHOUT the three days of Mechex '89, Wilo Engineering Ltd held an open competition in which visitors to the stand were asked to guess the length of wire in the Wilo RS 25/70r circulator.

The correct answer was 900 metres and each day Pat Lehane, Editor of *Building Services News*, examined the entries and subsequently selected the closest estimate as winner for that particular day.

Where there was more than one correct (or closest) answer, those entries were put into a drum and one winner was drawn.

The eventual winners were Robert Holland of VMRA; Noel Tracey of T Bourke & Co; and Michael Carroll of J V Tierney & Co.

Each received a Blomberg microwave oven courtesy of Wilo.

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The Institute of Consulting Engineers; The Chartered Institute of Building Services Engineers; The Institute of Domestic Heating Engineers; The Energy Managers' Association; The Institute of Energy; The Institute of Plumbing; The Energy Conservation & District Heating Association; The Mechanical Engineering & Building Services Contracting Association; The Irish Builders' Providers Association; The Association of Consulting Engineers of Ireland; Small Housebuilders' Association; Maintenance Managers' Association. In addition, *Irish Building Services News* circulates to independent building services contractors and key executives in industry, Government, Semi-State and local authority bodies. Essentially, our circulation is virtually saturation coverage of all those with an interest and/or involvement in the industry.

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IRISH BUILDING SERVICES

operation on demand. Installation of Mini-Split units is easy, thanks to factory-supplied pre-charged tubing.

Year-round comfort is also available with KeepRite PTAC models, which offer the extra appeal of slide-in/slide-out convenience. Ideal for hotels, motels, apartments, offices and nursing homes, PTAC models incorporate both heating and cooling operation in a stylish baked epoxy cabinet.

A key feature of these KeepRite models is the ease of installation; no duct work, water pipes, drain lines or special tools are required. The units slide into a special sleeve and are plugged into standard mains. Individual control panels for each unit can be conveniently wall-mounted,

and all units are insulated against noise and outside weather conditions. Rating range from 9,000 to 15,000 BTU's.

KeepRite air cooled commercial condensing units provide ideal cooling operations for food storage and processing. These rugged models, capable of operating at temperatures ranging from +50°C to -40°C, have earned a reputation for efficiency and long service life.

Powered by electric motors ranging from 2 to 20 HP, the slim-line coolers are enclosed in white heavy-gauge steel cabinets with capacities from 4,100 to 30,600 BTU's/Hr and are especially popular for walk-in coolers and freezers, food storage, dairy rooms, ice cream hardening and storage and meat holding rooms.

Hevac at Baltray



● Hevac/Nu Way/Selkirk - Overall winner of the recent outing to Baltray was Michael O'Doherty, seen here with Ken Jess, Selkirk (left) and Geoff Hudspith, Nu Way.



● Hevac/Nu Way/Selkirk - Paddy Delaney, Winner of Class 2, receiving his prize from Ken Jess of Selkirk.



● Hevac/Nu Way/Selkirk - Ger Hutchinson, Winner of Class 1, receiving his prize from Geoff Hudspith, Nu Way.



• Coolair's Jury's showing - pictured at the Coolair trade show in Jurys Hotel early in April were John Lawlor with Pat Dunphy, Peter Reynolds and Jim Keating.



• Coolair at Jurys - Tony O'Leary with Denis O'Brien, Paul O'Shaughnessy and John Lawlor.



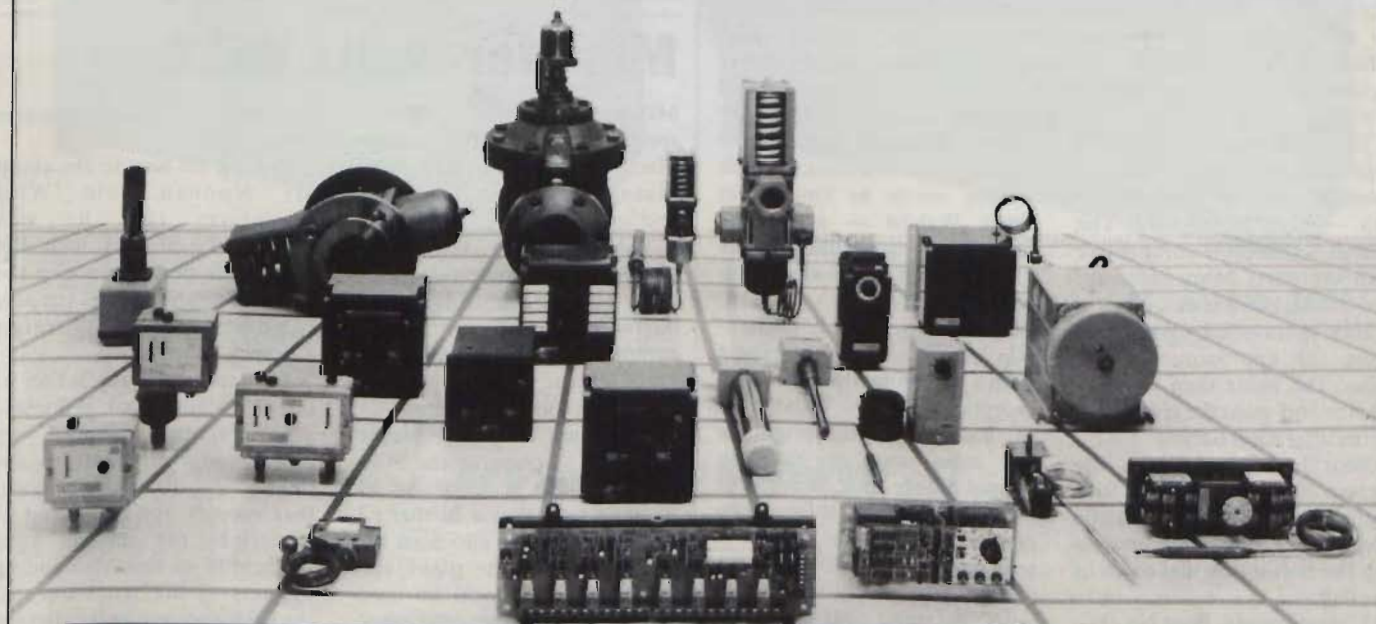
• Coolair at Jurys - Brian Herlihy with Brendan Keaveney, Brendan Kilgallon and Dermot Walsh.



• Coolair at Jurys - Tom Egan with Philippe Decorte, Michael Callan and Brendan Foad.

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IRISH BUILDING SERVICES NEWS

Grundfos 'Moving On Water'



• Denis Walshe, General Manager, Grundfos Ireland, presenting Denis Murray, MacArdle McSweeney, with his prize for "best catch of the day" during the Grundfos "Moving On Water" event in Kinsale.



• Denis Walshe, General Manager, Grundfos Ireland, presenting Eamonn Cullinane with the "booby prize" during the Grundfos "Moving On Water" event in Kinsale. Eamonn accepted the prize on behalf of his fellow-crew members on Boat No. 2.

GRUNDFOS Ireland Ltd, renowned for the efficient movement of water, changed tack somewhat recently and organised a major event in Kinsale which involved actual movement on water.

The occasion marked the inaugural Grundfos "Moving On Water" gathering which was devised to bring its principal consultancy contractor client base within the Cork region together in an informal setting. It was hosted by General Manager, Denis Walshe and Sales Manager Bernard Costello.

The "Moving On Water" theme arose because of the principal activity of the two-day trip — deep sea fishing. The format was loosely competitive with the party being split into two fishing boatloads.

Having travelled out to sea at noon for approximately five miles, the boats then weighed anchor and spent the remainder of the afternoon fishing.

Boat No. 1 had by far the largest catch of the day with Denis Murray of MacArdle McSweeney Associates returning the best individual catch of the day.

Unfortunately, Boat No. 2 — despite being captained by the indomitable Mr Costello — had

less luck (expertise?) with the result that, during the dinner gathering later that evening in Acton's Hotel, the "booby" prize for the day was awarded jointly to all who sailed in her.

Much revelry followed late into the night with the tales of "the one that got away" growing more and more outrageous by the telling.

Despite the late retirement hour, the participants arose bright and early next morning to engage in yet another sport which was new to most — horse riding. To say that the saddled assembly resembled a motley crew of mounted bandits one would expect to see in a B movie western would be kind. That Denis Walshe — a genuine horseman — was willing to ride at the head of this posse, is still hard to credit.

The quality of the horsemanship was as one would expect from a gathering who, with a few exceptions (Mr. Walshe in particular) never sat upright (or any other way) on such an animal before. But, as with the fishing the day before, the emphasis was on fun and enjoyment.

That was had in abundance with the result that Grundfos "Moving On Water" is now set to become an annual event.

AT&T 'Intelligent Building'



• An Irish-made product is becoming the 'central nervous system' for development of 'Intelligent Buildings' which are being built to accommodate the enormous information needs of financial service companies and large institutions. The product is the Premises Distribution System, (PDS), the electronics portion for which is manufactured by AT&T at its Bray plant. The Irish market alone is estimated to be worth £6m annually.

Peter Fullam, (left) Managing Director, AT&T Ireland explained the benefits of PDS to the Minister for Social Welfare, Dr. Michael Woods, TD, with Jim Doherty, Domestic Sales Manager, AT&T Ireland on the right.

AHL 'Golden Slate'

ASSOCIATED Hardware Ltd/HomeValue, the Irish distributors for Elith asbestos roof slates, have announced sales to date in excess of 21 million. To celebrate the achievement, the company is launching a major promotion featuring a weekend in Paris for two.

A special "Golden Slate" is being produced and will be included in a normal pallet load of slates. The lucky purchaser who finds the "Golden Slate" will automatically win the Paris weekend worth some £600 approximately.

Elith Slates are shipped directly into Ireland from the

parent company in France (part of the Giant Eternit Group), thus guaranteeing the security aspect of the whereabouts of the Golden Slate. "No one in our company will know when or where the "Golden Slate" is located until it is found," claimed Chief Executive Bernard Delaney.

The "Golden Slate" itself will represent the 21st millionth Elith slate to be sold in Ireland. Elith are the only roof slates available in Ireland with a 10-year colouration guarantee. They are supplied in a range of sizes and shapes with a choice of three distinctive tints.

Minister Visits Wilo

MICHAEL Noonan, TD, paid a special visit to the Wilo stand at Mechex where he met Wilo Managing Director John Ryan and Sales Manager Tony Cusack.

Wilo celebrate their 10th anniversary this year and as such local TD Mr Noonan takes a particular interest in the company, especially given the employment they provide within the Limerick region.

There are over 100 people currently working at the Wilo factory which is scheduled to increase now that a further £3 million has been allocated for investment in new plant and machinery. This will be used primarily to further streamline the production of electric motors for the home market and

for export to the parent plant in Dortmund.

During his visit to the stand Mr Noonan told Wilo executives that he was particularly pleased with the company's performance in the area of employment, import substitution and foreign currency earnings.

He expressed satisfaction at the knowledge that Wilo was also earning Ireland an international reputation for quality workmanship, given that motors now produced in Limerick are being used worldwide in such demanding markets as mainland Europe, the USA and even as far afield as Korea.

**LIMITED
OFFER**

et al.: Irish Building Services News

APPROVED NATURAL GAS FIRES

A consignment of approved natural gas fires from the world-renowned **Berrymagicoal** stable — the No. 1 fuel-effect brand in the UK — is offered for sale together, or singly, by **Beaumark Ltd.**, Ireland's leading portable appliance specialists.

Two models are involved — the **Sunbury** and the **Queensbury** — both of which are manufactured especially for Ireland. Spares and a comprehensive after-sales service are also available via **Beaumark's** own, wholly-owned service company — **Beaumark Service Company Ltd.**



The Queensbury — Model No. 1014
18 units at £135.50 each.



The Sunbury — Model No. 1015
33 units at £94.50 each.

All prices quoted exclusive of VAT.

DETAILS FROM:

Beaumark

IRISH BUILDING SERVICES NEWS

APV Hall and the CFC Issue

APV Hall Ireland Ltd, refrigeration division, has issued a policy statement on the CFC controversy. In it, they indicate a commitment to the Montreal Protocol.

As long ago as 1877, refrigeration engineering was pioneered in the Dartford factory of its parent, long before the ozone layer or CFC's were thought of. Over this period a wide variety of industry has taken advantage of the Refrigeration Division's expertise.

As Colin Huggett told *Building Services News*: "Really, we've never stopped using ozone-friendly refrigerants. Indeed, we regard ourselves as world leaders in the design, installation and manufacture of ammonia equipment, and foresee a bright and continued future for this fluid. Our current products, especially the HallScrew single screw compressor, are ideally suited to such application, as well as operation on R22, which is equally-important as a partial short term solution."

APV Hall Ireland is already co-operating with customers who wish to switch their existing

plants to operate in an ozone-friendly mode.

In conclusion, Mr Huggett told us: "We would be very pleased to give old and new customers the sort of help and advice to be expected from an APV Centre of Excellence".

APV Hall Ireland associates itself entirely with the Montreal Protocol and progress into legislation, and additionally supports continued research for the protection of the atmosphere.

The continued use of R22 in the short term for applications where there is no other solution is supported by the company, whose total range of equipment is entirely compatible with this refrigerant.

Wherever and whenever possible, the company advocates the increased use of R717 (ammonia) which is completely ozone-friendly, and has remained the most thermodynamically-efficient and lowest-cost refrigerant over many years. It may safely be applied to most industrial and food applications using, where applicable, a secondary refrigerant system.



• A loyal, dedicated – and knowledgeable – staff complement is another key factor in its success to date according to Season Control directors. Those most visible in the 'front line' are Noreen O'Malley, Internal Sales and Progressing; and Peter Costello and Martin Finnegan, Executive Field Sales.

Season Control - Targeting Niche Markets

SEASON Control Ltd, now in its third year, has captured a significant share of the environmental control market by way of an ideal mix of comprehensive specialist products and an efficient, professional service.

Since the early days of trading, Season Control learned quickly about areas in the market where competition and suppliers were minimal and immediately set about developing a programme to exploit such areas. Today they have become the viable alternative to established names offering an honest and reliable service at competitive prices and guaranteeing quality of excellence.

Season Control's strength lies in five basic areas:-

- (A) Fans — Axial, centrifugal, roof and domestic/commercial;
- (B) Filters — Panels, bags, auto-rolls, pads, HEPA's and equipment;
- (C) Ductwork — Components, flanging, flexible ducting, blastgates, canvas connection, dampers, mastic, silicone, stranglehold, toilet valves, turning vane;
- (D) Grilles and diffusers — Longford Ventilators, grilles and louvres, ceiling diffusers, drum louvres, slot diffusers;
- (E) Air conditioning, heating and cooling products, split air conditioning units, air handling units, radiant heaters.

Season Control believes that stock is a key factor in

promoting sales so 80% of its product range is available ex-stock.

Another significant factor in its growth to date is the continuous development and subsequent introduction of new products. Of particular interest at present are:-

- (1) Season Control now manufactures to size an all-PVC back draught shutter (with wind barrier). Available ex-stock;
- (2) A new PVC banding and clips for ducting and a variety of other uses at up to 40% lower cost. Available ex-stock;
- (3) A new range of toilet twin-suction fans, roof-mounted or inline duct to suit all air requirements. Available ex-stock.
- (4) A new complete range of air conditioning units. Available ex-stock. More details in our next issue;
- (5) A new range of electric duct heater batteries, single or three phase with combination steps. Available ex-stock.
- (6) A new range of LPHW and electric air curtains — details in new catalogue. Week to 10-day delivery;
- (7) A new range of PVC high-capacity inline centrifugal fan with patented inlet. Available ex-stock.

With so many new developments Season Control has seen the need to draw up new literature. This is currently being prepared and is expected for general distribution in early June.

EMA/NMA -

APPLYING computer technology to energy and maintenance management has become commonplace. New programmes are introduced almost daily, making selection of the right package increasingly difficult. To assist in the evaluation process, the EMA/NMA is launching an exhibition of the major suppliers of computer-based systems.

Their staff will be available to

demonstrate the programme features, discuss system requirements and prices of the latest energy and maintenance programmes available for micro, mini and mainframe computers.

An open invitation is extended to all our readers to attend at the most convenient location from the planned venue schedule as detailed below.

LOCATION	VENUE	OPENING TIMES
Dublin, 12 June	Eolas, Glasnevin	10.00 am - 6.00 pm
Sligo, 13 June	Sligo Park Hotel	11.00 am - 8.00 pm
Limerick, 15 June	Two Mile Inn	11.00 am - 8.00 pm
Cork, 16 June	Silver Springs Hotel	11.00 am - 6.00 pm

IRISH BUILDING SERVICES NEWS

'Ozone Friendly' Tubolit

WITH the focus of the danger of CFCs now being directed at the construction industry — as substantial amounts of CFCs are used in the manufacture of polyurethane, phenolic and polyethylene insulation materials — it is obvious that more acceptable substitutes must be used for this purpose.

Consequently, Armstrong's Insulation Products Division has concluded an intensive research and development programme which has resulted in no chlorofluorocarbon gases being used in manufacturing their Tubolit products. This conforms to the Montreal Protocol.

Armstrong's Tubolit polyethylene pipe insulation has been produced at their Oldham factory using this new technology since late last year. Therefore, the Tubolit now

available on the Irish market has, most likely, been manufactured by the CFC-free process.

Furthermore, as the Armaflex flexible pipe insulation has always been completely CFC free, this means that the full range of flexible insulation products can now be confidently offered as "Ozone Friendly"!

This is a situation which has been welcomed by Joe Noone of Heatavent, who are the Irish distributors for Tubolit. He said: "Many specifiers, local authorities and major trading groups have now rejected, on principle, all products which cannot be classified as ozone friendly. Many more are operating policies which will exclude them, whenever ozone friendly alternatives are available."

HRP Walker/Prestcold 'Singalong'

HRP Walker were very pleased with the recent promotion on Prestcold products. A significant increase in sales were generated on a nationwide basis and, according to their Sales Manager Tony Madden, further promotions are planned for other products during the coming months.

Prestcold are heavily committed to the development and extension of the range of compressor and condensing units for use with ozone-friendly refrigerants and have already introduced new models to

operate on refrigerant R22. There is a general swing in the industry to the use of R22 which Tony says is the immediate response suppliers and manufacturers can offer to alleviate this environmental problem.

The winners of the concert tickets were George and Linda Condell of Bennekerry, Carlow. Mrs Isobel Anderson made the presentation at the Walker Air Conditioning headquarters in Dublin earlier this month.

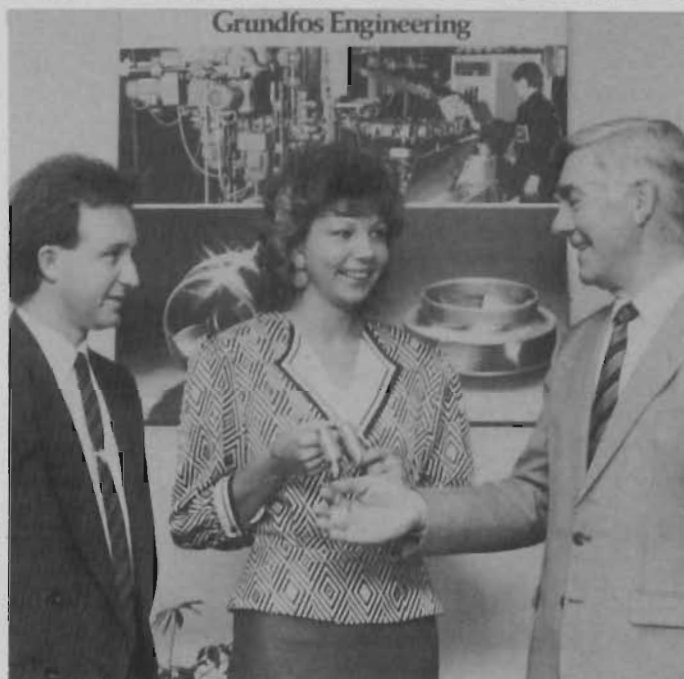
HRP Walker are looking forward to further growth in

sales this year, following very satisfactory results last year. There is a heavy demand for electronic controls — both in monitoring and maintaining stringent temperature conditions — brought about by higher standards and regulations in the handling of food stuffs in general.

Several new product lines have been added to the wide range of stock which HRP Walker already have, such as refrigerant transfer and recovery equipment and a new range of "Carrier split package

systems" now being offered to the refrigeration contractors. New electronic temperature read-out and alarm systems with "memory bank" are also available.

At the singalong presentation Tony took the opportunity to announce extended opening hours for the months of May, June, July and August. The Dublin office will be manned from 8.30 am to 6 pm Monday to Friday; also, an emergency weekend telephone — contact number (01) 515317 or (01) 244150 is now in operation.



• At the inaugural Grundfos International Games in Bjerringbro, Denmark recently Fiona Donovan from the company's Irish office did Ireland proud by winning one gold medal and two further awards for her performance throughout the 2-day games. Two of her events were team efforts while the third was an individual performance. For the gold she partnered a French gentleman to win the table tennis mixed doubles and thereafter went on to take third place in the singles event. Then she joined two Swedish ladies to win the "round the buildings" relay race. She is pictured above proudly displaying her gold medal to Denis Walshe, Grundfos Ireland Ltd General Manager. On the left is her Grundfos colleague Dave Whelan who accompanied her to the games.



• Tony Madden, Sales Manager, HRP Walker with Prestcold "singalong" winners George and Linda Condell and Isobel Anderson.

Pompes Salmson

POMPES Salmson, one of the largest pump manufacturers in the world and a sister company of Wilo, has appointed BSS (Ireland) Ltd as sole distributor in the Republic of Ireland for its full industrial range of pumps.

Pompes Salmson, which encompasses Euramo Pumps, will be marketed in Ireland under the Euramo Salmson brand, and the official launch for Ireland through BSS will be towards the end of June.



• Frank Somers, the newly-appointed President of the BTU Golf Society. This is a new post and one which Frank has the honour of holding in its inaugural year.

While initial reaction in this country to powered showers was somewhat slow, now — approximately 12 months after Tom Ryan of Heat Link Ltd (Tel: 01-390783/393064) first introduced his Supajet system in a summer campaign with Dublin Gas — the image and perception of powered showers has been greatly enhanced.

While the original promotional campaign centered on gas, obviously

"First there is lack of pressure," says Tom Ryan. "This is because the system is fed from a cold water tank which is normally only 2-3' above the

It is now readily available through all established merchants outlets throughout the country.

IBS

Irish Building Services Ltd.

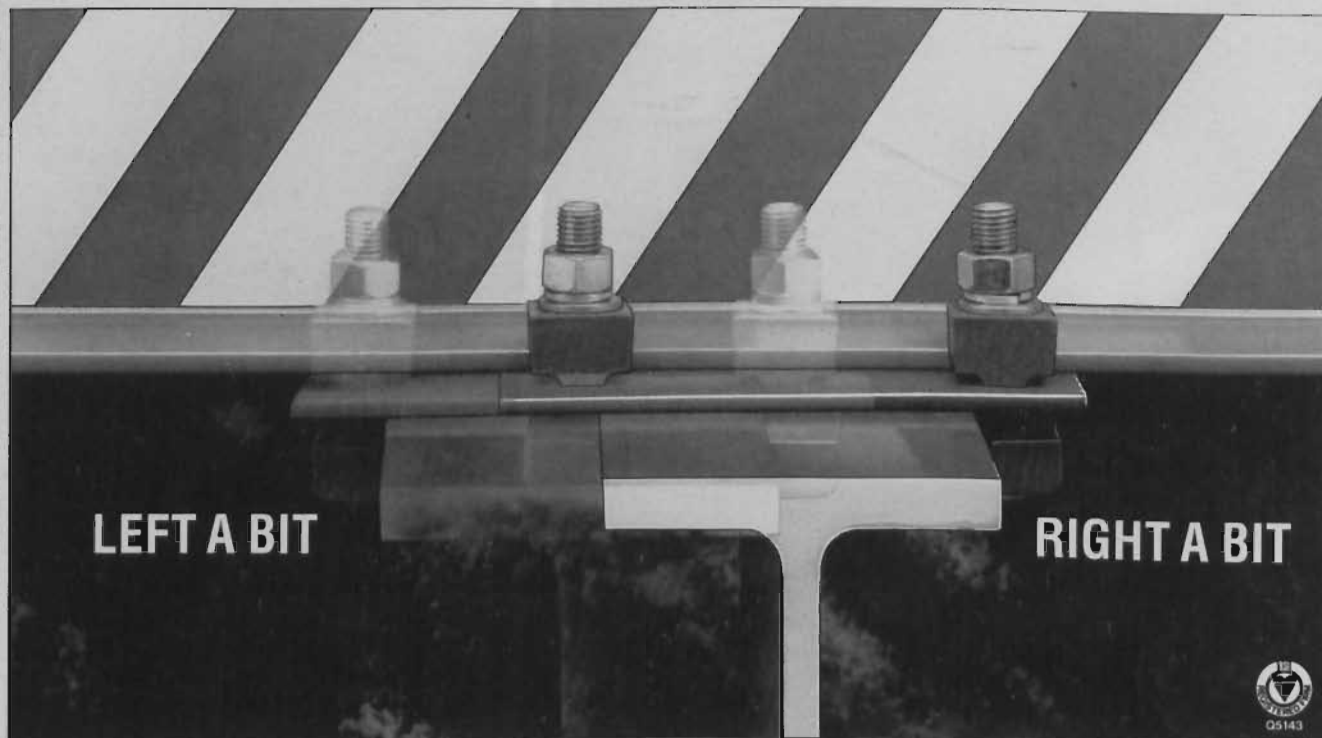
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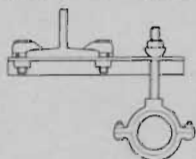


LEFT A BIT

RIGHT A BIT



There's one thing you can't afford to make with traditional fixing systems.



Mistakes.

Because the slightest error in alignment could mean you having to scrap the steelwork and the time spent on the job.

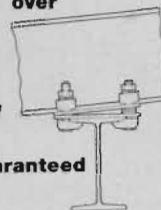
But with the Lindapter fixing system you can easily relocate a fixing and the machinery it supports. You can even re-use the steelwork.

They can be fitted by a relatively unskilled person without the need for expensive design or

draughtsman's time.

There's no marking off. No production or site drilling. No welding and no loss of steelwork strength.

Lindapters have a whole host of other advantages over traditional fixing methods. Like ease of use, low cost, and guaranteed loading and safety factors.



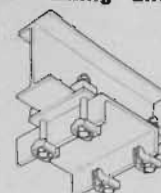
And in many locations you can use them without interrupting production or adding cost to the job.

They can even be used in

environments where drilling and welding would be hazardous.

The fully comprehensive range of Lindapters are available in any quantity from local stockists throughout the UK.

For further information contact the Technical Sales Department on 01 683 982 (fax 01 683 015). And make the move to the world's most versatile fixing system.



lindapter

IBS Ltd, PO Box 967,
34/46 Thorncliffe Street, Ringsend, Dublin 4.

Specialists in Suspensions

Irish Building Services Ltd has grown in size and stature from small beginnings to a multi-faceted organisation with many varied interests covering product supply, contracting and manufacture.

The company is owned by Liam Stenson and Louis MacSherry. It was founded in 1964 by R.J. French and the late Lance Thompson and Liam Stenson and Bruce Darcy joined the team in 1967. The company shares were acquired by Liam Stenson (51%) and Louis MacSherry, ex Heiton Holding financial Director, (49%) on the retirement of Dick French and the sudden death of Bruce Darcy. In 1987 Bertie Finegan, a graduate engineer, joined the board.

The company's original core business supplying mechanical and electrical support systems to the building services industry throughout Ireland is still the dominant activity of the group.

Throughout its 25-year history, IBS has provided ex-stock availability of only top-quality fixings and fittings and is now Ireland's foremost supplier.

Its portfolio of exclusive agency distribution agreements includes all the

relevant world-leading brands in their respective product categories, among them Unistrut, Lindapter International, Halfen, Wibe, Telcomatic, Industrial Hangers, Airedale, Thorsman, Cepcor, Emlux/Hit and Schroeder. A brief breakdown of the product portfolios of each starts overleaf.

The full product range encompasses the following — Metal framing support systems for both mechanical and electrical industries; Threaded Rod Cable Ladder, cable tray and brackets, Masonry Fixings, Cable Lifting equipment, Metal decking, dovetail slot, brickties and brick work support systems.

Significant ex-stock holding of the products coupled with a technical advisory support back-up facility are the two key ingredients of the IBS service system.

The company's growth curve over the last 25 years is testimony to the success of this policy and to the importance the industry in general places on such a service.

An essential element of this service is the trade counter at the company's 10,000 sq ft headquarters in Thorncastle Street, Ringsend. The trade

counter is the central hub about which much of the business revolves.

However, certain product types lend themselves to availability through wholesalers and this has led to the establishment of stockists which ensures ex-stock supplies virtually throughout the country.

The company directors have interests in related businesses which came on stream as a direct result of effort aimed at improving the range of services offered by IBS still further.

The formation of IBS Contracts Ltd came about following repeated requests from the ever-growing customer base to provide them with a total supply and installation service for specialist applications. IBS Contracts is run by Jan Janssens and concentrates primarily on access flooring systems and X-ray ceiling support systems. The former centres mainly on Thorsman Access Flooring with the X-ray ceiling and Gamma and Beta floor systems coming from Unistrut.

Another additional complementary development was IBS's move into brickwork support systems using the expertise of engineer director

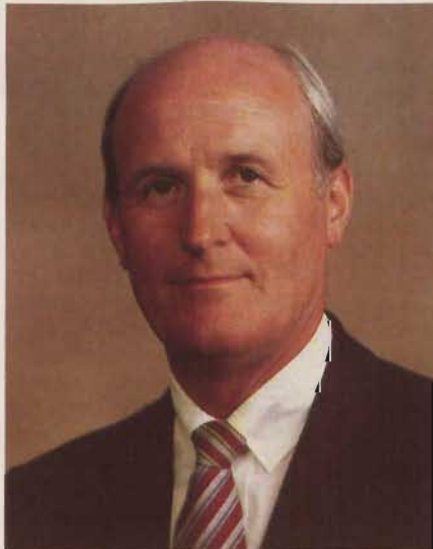
Bertie Finegan. This was a logical move and to date it centres essentially on Halfen stainless steel brick support brackets and cast in channels and Schroeder lifting systems.

Notable projects to date include the prestigious St Stephen's Green Shopping Centre complex in Dublin; Tallaght's new Town Centre Project, again Dublin; and Sligo General Hospital, Moneypoint and Tarbert Power Stations.

In 1987 Louis MacSherry, Pat Lyons and Liam Stenson purchased Shawston International Limited in Cheshire, a company which manufactures mechanical and fire sprinkler support systems and related accessories. Pat Lyons is Managing Director and the business operates as an autonomous unit trading throughout the United Kingdom. The company has grown over the past two years and is now recognised as one of the leaders in its field. The directors are highly pleased with the result so far.

So where to next?

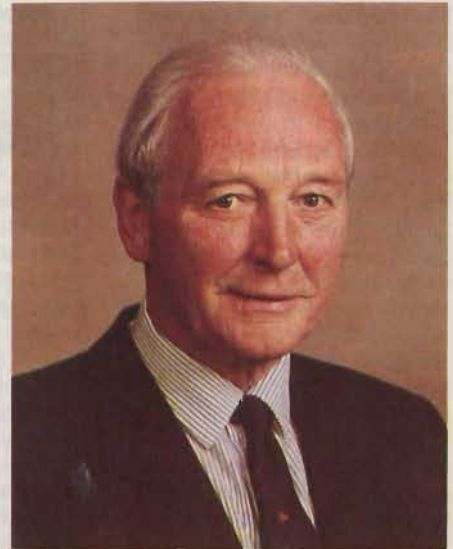
The Directors intend that, as the recession in the building trade eases and the building capital flows into the country, IBS will be at the forefront providing an essential and adequate service to the



• Liam Stenson



• Louis MacSherry



• Bertie Finegan



• Jan Janssens, Manager, IBS Contracts.

electrical mechanical and fire sprinkler trade and building trade in general. Additional agencies will be added as new and improved products come on the market thus keeping Ireland in time with Europe.

A review of the company's



• Sales Team: Gerry Oman, Sean Stenson and Tommy Boland.

sales force has been completed and the directors will increase representation in the field and are introducing training schemes for a new team.

Additionally, they are in the process of updating the ordering, stock control,

despatch and trade counter control processes. Their specially-devised computer software programmes are an invaluable asset in this respect and their customers have benefitted enormously from the freeflowing response it allows to orders, while staff



• Moira Doorley, Manager, Accounts.

have been able to devote more time to providing a more personalised service.

Such is the IBS story ... simple and direct with the emphasis on efficiently and comprehensively satisfying the need of its customer base.

Lindapter^{Regd.}

LINDAPTER International Ltd system of fixings and fastenings is the most versatile, economic and dependable method for connecting to steelwork that has ever been devised. Lindapter products have been supplied by Irish Buildings Services for many years and are to be found in many applications throughout the Republic of Ireland.

Since its invention by engineer Henry Lindsay more than 50 years ago, the system has been used in almost every country in the world, proving a cost-effective solution in all imaginable situations where fixing is made to steelwork.

Building services is a particularly strong area of the company's business as Lindapter produces an extensive range of steelwork fixings and support systems for the use in the installation of power, heating, air conditioning, water facilities, both inside and outside buildings. Developed over a number of years, these include flange clamps, Lindiclips, beam claps which when used in conjunction with strap hangers, pipe rings and

products which provide an adaptable, adjustable means of support.

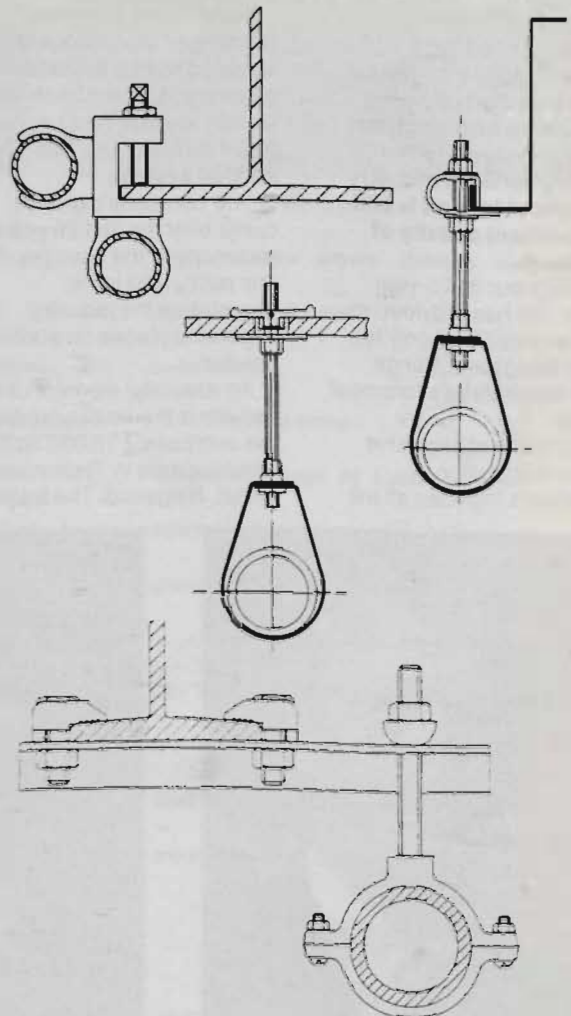
Of particular relevance is Hit-Fix, spring steel fasteners which provide a quick and economical method of installation using the most basic hand-tools. They are ideal in applications where cables, pipes, conduits, or any building services need to be routed through roof areas or along the walls of any structure.

Lindapters are generally employed in connecting secondary steelwork to structural members as a component part of assemblies such as the individually-designed girder clamp.

Each type is available in a range of bolt sizes to hold loads of up to 25 tonnes per clamp with a built-in safety factor of 5:1. Larger sizes are available subject to special order.

The Lindapter is a specially produced malleable iron hook-bolt adapter which can securely grip the flange of any steel section.

Because no welding is required and as there is no need for on-site drilling, the fixing method is fast, safe and



• The Lindapter system is suitable for a wide variety of applications, some of which are outlined above.

relocatable. Installation can be made using simple tools. As well as speed and ease of use, the Lindapter system offers many cost benefits when compared with more traditional means of fixing to steelwork.

Labour costs can be reduced dramatically, specialist on-site skills and equipment are not needed; power supplies are not required and expensive remedial work caused by misalignment is not necessary.

As there is no need to drill structural members, the

integrity of the steelwork remains intact and because welding is not required the Lindapter system can be used for fixing and fastening in potentially dangerous environments such as chemical process plants where sparks could cause an explosion.

Lindapter International Ltd is registered with the British Standards Institution, under scheme BS 5750 Part 1, as an approved manufacturer with a suitable system of quality control. The company is also approved by ISO 9001: 1987.

THORMANS

THORMANS are committed to developing their product mix for electrical, hardware and plumbing applications. This year will see the introduction of more products to provide a product service level unrivalled in Ireland.

Included in the Thorsman range are the following:

Floor panels — Thorsman floor panels are approved to PSA specification. MOB 08-801 and has class "O" spread of flame as required by Building Regulations.

The unique wrap-around design of a one-piece box tray with sides mechanically crimped to the top sheet, provide a fully encapsulated shell, as well as an edge strength and stability which is unrivalled.

Floor outlet boxes — for raised access floors, designed to be flexible, functional, easy to install or when necessary repositioned.

They cater for all power, communications and data connections, including the IBM-LAN.

Trunking — integrated flush floor trunking. Situated level with the floor panel, removal of a 200mm cover plate allows easy direct access to cable. The benefit, of course, is that new cables, outlets or modification work can be carried out with minimal disturbances to the working environment. The space between the panel and subfloor is, therefore, free for use by other services.

Under panel trunking — using the floor panel as a cover, under-panel trunking is fitted to the pedestal, thereby

allowing easy direct access to cables. Moulded-on plug tops can be taken from the floor void into the trunking without interfering with other floor panels.

In cavity trunking — steel trunking complete with screw fixed cover is available in one, two or three compartments to provide sealed cable management control in the floor void. Connection boxes can also be mounted beside trunking.

Torsystem 2000 — ingeniously constructed. Torsystem 2000 provides a functional and unobtrusive answer to the individual requirements of any modern office or workplace, irrespective of sizes, space and cable installation.

Junction boxes — recent introductions include a range of high quality surface-mounted junction boxes made from polycarbonate. Each box has ten entry points, prefitted with grommets and terminal blocks for speedy connection. Ip rating range from Ip20 to Ip65.

The boxes have full accessory range including strain relief units.

Clip TG 11 x 22 — Thormans, recognised as Europe's number one supplier of quality cable clips, recently introduced a new clip, TG 11x22, specifically designed for fitting on conduit piping.

The new clip was designed in Ireland, the moulding tool engineered in Ireland and naturally it is produced in Ireland.

Multi-Purpose Drills — Thormans offer a



● *Torsystem 2000 is available in aluminium, PVC and steel. It is a perfect example of the innovative qualities of the entire Thormans range.*

comprehensive range of drill sizes in multi-purpose drills, long series masonry drills and length series is from 150mm to 400mm.

This range covers drilling requirements in most environments and a hammer drill to complement the most popular drill machines including AEG, Bosch, Hilti, Hitachi and Makita.

Fixing Band TGE — A rust-resistant galvanised band easy to shape and cut. It has frequent perforations which

makes it very easy to handle.

Cavity Fixings — The complete range to suit all applications.

Torfast cable glands — The Torfast cable gland covers a full range of sizes P.G. and metric in two separate styles.

One Torfast gland suits many cable dimensions. Due to a unique design with built-in spacious seal, it allows many various cable sizes to be mounted.



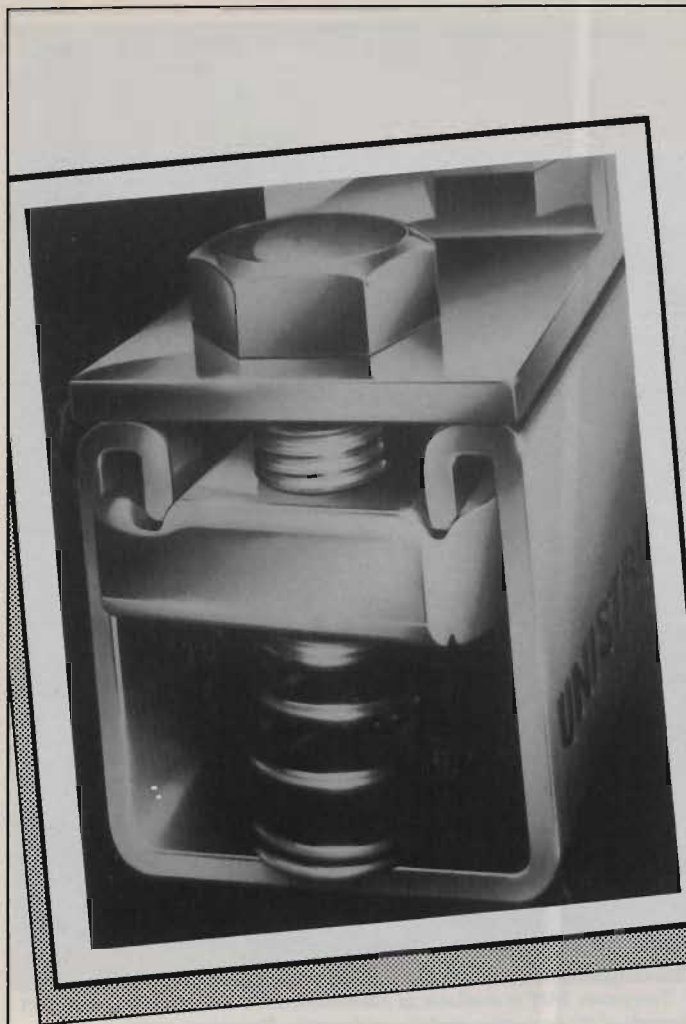
WIBE

The WIBE cable support system is based on a unified range of cable ladders that can be installed quickly and simply, using a common range of joints and fixings to solve any installation layout.

The WIBE cable ladder has an hexagonal side rail which gives a very high strength-to-weight ratio. The light weight enables it to be supplied in 6-metre lengths which reduces jointing time during installation and thereby saves costs.

There are four ladders in the range — a lightweight, pre-galvanised ladder (KHZSP) for commercial installations; a general purpose, medium-duty, hot-dip galvanised ladder with either round rungs (KHZ), or perforated rungs (KHZP) for all industrial installations; and a heavy duty ladder (KHZV) for very long spans and very high loads.

Because each type utilises the same hexagonal side rail, joints; couplings and



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• Wibe's KHZP hot-dipped galvanised cable support ladder.

accessories are common and different types can be easily connected to one another. This common system, not only reduces the number of components needed in an installation, but allows for last-minute modifications to be made on-site, quickly and easily.

The whole system is designed for speed and ease of installation. Straight joints clip over the hexagonal profile and are fixed by two screws. There are no loose nuts and bolts and the joint will span gaps up to 20 mm without loss of strength. The universal coupling will joint at up to 180° in the vertical and horizontal plane, allowing the ladder to follow any route imaginable. This universal coupling again

clips over the rail and is fixed with two in-situ screws.

The hook joint is pushed into the end of the profile and hooked onto another ladder forming an instant tee junction, without needing any pre-positioning. Fixing plates for junction boxes, light fittings, etc, also clip over and are fixed by bending down two lugs. Again this means that the position of these fittings can be selected on site, without any drilling or welding.

The WIBE system has a complete range of support arms, brackets, rails, pendant arms and fixings to suit any installation, and is the simplest and fastest method of supporting cables, pipes and services.



THE factors that have to be taken into account for even so apparently simple a matter as fixing and supporting pipework are legion, says Hamish Young, Commercial Manager, Industrial Hangers Ltd.

Before one even contacts a manufacturer or stockist of pipe supports and fixings to order or specify a pipe support for a particular application, quite a few questions need answering.

It is the answers to these questions that will determine if there is a standard off-the-shelf product just waiting to be delivered. In most cases standard items do meet a customer's requirement.

Here are just a few of the questions that need to be answered:

- What size of pipe is in use and what is the material?
- Is it insulated?
- Will the pipe hang, sit, slide or roll?
- Where will the pipe be located?
- Does the support or fixing have to meet any particular specifications?
- What finish is needed for the support?
- Will the pipe be hot or very cold?
- Are there any on-site installation restrictions?

Let us now take a closer look at the answers to these questions.

The nominal bore or outside diameter obviously dictates the size of support needed. Its weight, and therefore loading, will also determine the type of

support and fixing needed. Pipe material also has a very strong bearing on choice.

If the pipe is insulated, allowance must be made for the thickness of insulation and type of support padding needed.

There are literally hundreds of standard supports and fixings available to meet most known requests for pipes that hang, sit, slide or roll. The manufacturer or stockist needs to have this information to help you specify the product you need.

Information concerning the location of pipework is very important. There are the obvious physical dimensions relating to the installation and there is also the environmental consideration. For instance, is the pipework in a hazardous or non-hazardous area?

For most applications which are commonly termed h & v, standard products are suitable, but if a contract calls for a high specification, pipe supports and fixings to BS 3974 are also available.

The finish of the pipe support and fixing can be to choice.

For hostile environments or external installations galvanised supports and fixings are recommended.

Zinc plating should be specified for threaded items needing extra protection — but this is not recommended for outdoor use.

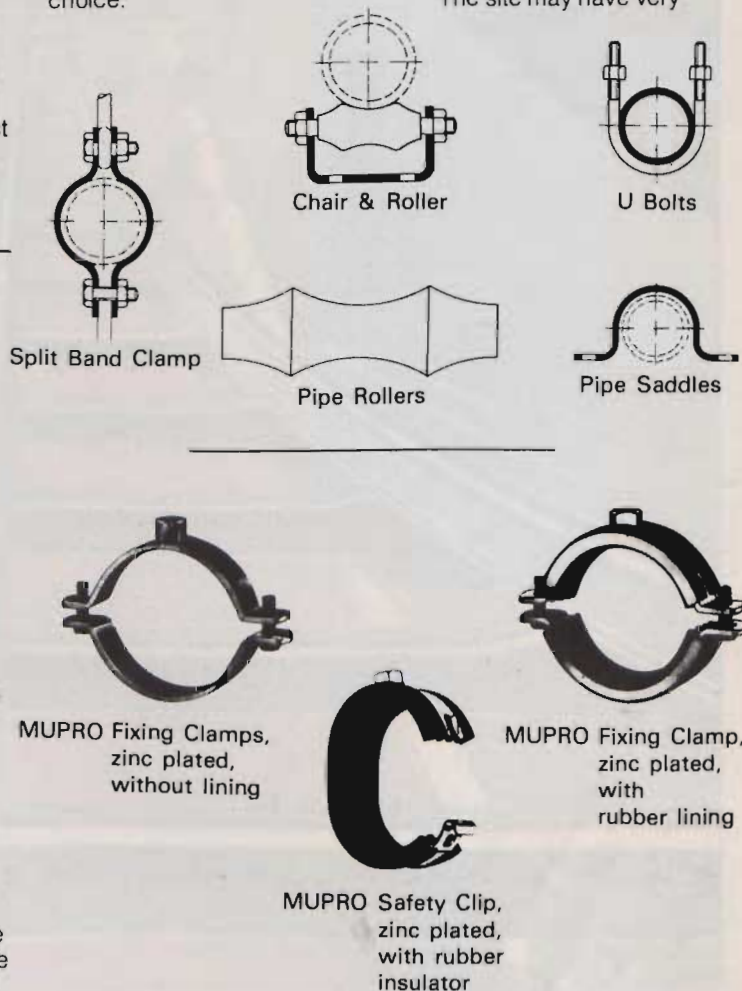
Where copper or stainless steel pipework is in evidence, then all steel supports in contact with the pipe should be nylon coated to prevent electrolytic action.

Obviously, supports and fixings can be painted in standard or special colours to order, although in most cases **supports** and fixings are **usually** delivered unpainted to **allow on-site** finishing.

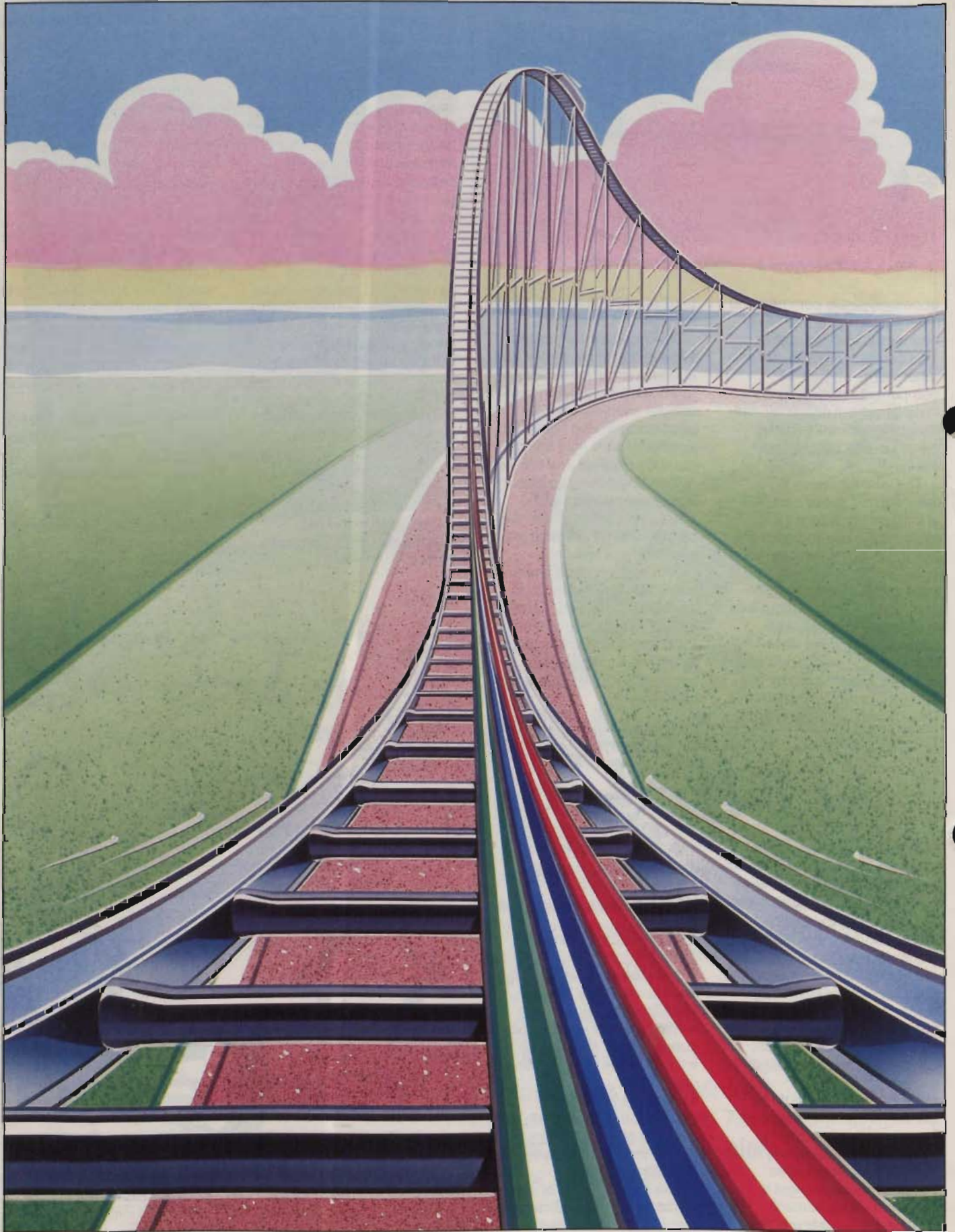
All of the above questions need to be answered and will cover most known standards approvals, but how about non-standard use?

If the pipes are going to be very cold, it is important that the support around the insulation does not interfere with the vapour seal of that insulation. Load bearing inserts are available to cover this requirement

The site may have very



• There are literally hundreds of standard fittings available from Industrial Hangers to suit requests for pipes that hang, sit, slide and roll.



Its reputation for speed is fully justified.

If you really want to get a cable support project rolling, use the Wibe ladder system. With anything else, you're just coasting!

The fact is, that Wibe goes up twice as fast as tray – thanks partly to the fact that it comes in 6m lengths. Being lighter and stronger it's easier to handle and support.

Its joints, route changes and cable clamps are fixed in seconds. Junction boxes are located instantly.

There's no exhausting cutting, no drilling,

no welding, no right (or wrong) way up, and no fiddling with loose nuts and washers.

Just five components are all you need to do a superbly efficient, truly professional job.

Of course, you'd expect to pay more for a system as advanced as this. But that is the only respect in which you'll find that Wibe's reputation has been greatly exaggerated! So much so, that you'll find it actually costs less to install than tray.

Drop us a line – we'll send you all the facts.

WIBE

Irish Building Services Ltd are the sole Irish distributor for Wibe Cable Support Systems.
Contact: IBS Ltd., 36-46 Thorneville Street, Ringsend, Dublin 4. Tel: Dublin 683982.

serious space restrictions and such problems as sloping or uneven roofing or obstructions. Special supports and fixings can be made to overcome these problems.

A customer may request that a pipe support or fixing be made from a special material in a special size to fit an odd or varying pipe size. Exact material thicknesses of a support can be specified to meet a particular need.

Pipework, pumps, valves

and a whole range of fittings — any reasonably complex building complex building services system will use all of these items of equipment in abundance. Routine though much of this equipment is, there is an abundance of new techniques from Industrial Hangers — a member of the IHL Holdings Ltd Group — to improve both the efficiency of installation and the efficiency of operation of the completed system.

service.

Other Products: existing and proposed — In fulfilling metal framing system design, supply and erect work, the Group has taken on a number of distributorships, including that of a French-manufactured access floor system which

offers a range of wood core and steel flooring panels. Additionally, this range has been supplemented by an American designed die-cast aluminium floor, which has a particular application in "clean room" environments.

UNISTRUT

Unistrut (UK) Ltd is a member of Unistrut Europe plc.

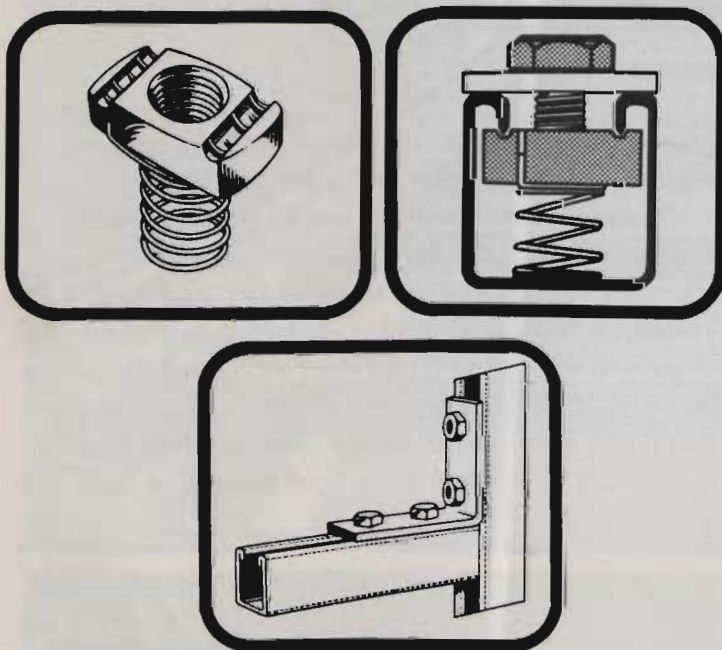
The Group's principal product is a metal-framing system comprising a range of steel channels, fittings and fastenings. The system is typically used to support a wide variety of service mediums including pipes, ducts and cables. The fittings are held in place by serrated, spring-loaded nuts which fit within the channel.

The system is easy to assemble, adjustable and in certain circumstances re-usable. It is a versatile system used by the construction industry for functional support purposes and one which

offers great flexibility of application.

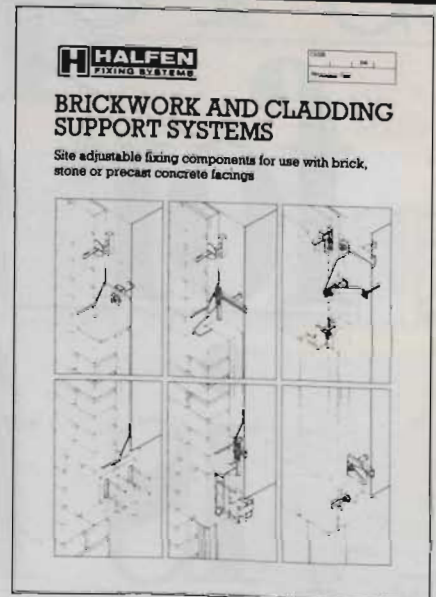
The key strengths of this product are the quality (BS5750 Part 1) which is associated with the Unistrut trademark, its versatility of application and its availability through the Group's distribution network.

The Group places great emphasis on application-driven sales and consequently metal framing systems are frequently used to solve specific design problems. The Group supplies metal framing systems both in their constituent component form and as part of a complete design, supply and erect



• At the heart of the Unistrut system is the Unistrut connection.

HALFEN FIXING SYSTEMS



• A comprehensive range of literature (sample copy above) is available from Halfen which illustrates clearly the extensive scope of the product offering held by IBS.

HALFEN Ltd offers a range of specialist fixings designed to make brickwork fixing safe, secure and economical.

Halfen's HMA system is for the support of brick outer skins and comprises channel cast horizontally into concrete beams and specially-designed brackets. The latter are of stainless steel and are fixed in position by means of a T-head bolt that face enters the channel.

A slot in the back of the bracket allows for precise vertical positioning while the cast-in channel gives precise horizontal positioning. The

system will support two storeys of outer skin brickwork and is particularly suitable for wide cavities.

The HMA/L system supports lifts of single skin brickwork up to one storey high, by means of stainless steel channel and a series of stainless steel support brackets.

The HCL system supports brickwork over openings to replace lintels with brickwork where soffit appearance is important. The system comprises a spine with welded end bearing plates, stitching rods and horse-shoe plates.

AIREDALE

Airedale Sheet Metal Ltd are one of Europe's leading manufacturers of cable support systems. Their range has been developed over many years and represents a refinement of technical design and innovation which meets the ever-changing needs of the user. Indeed, all Airedale's products are manufactured in

strict accordance with the BS5750 Part 2 Quality Assurance Procedure.

There are four ranges of Airedale cable tray, each being suitable for a particular installation.

For light duty applications, light duty cable tray is available and this incorporates a special "slip joint" which

SPECIFY THE SYSTEM THAT SETS THE STANDARD

AIREDALE—

BS 5750 PART II QUALITY ASSURED

Only Airedale Cable Tray and ladder give you the **LONG TERM VALUE FOR MONEY** that comes from

- Guaranteed **RELIABILITY**
- Guaranteed **PRODUCT QUALITY**
- Guaranteed **SERVICE**

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in Dublin — **IBS**

AIREDALE

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Thorsmans the Fixing Specialist in Drogheda.

For professionals in the building trade there is a constant need for professional fixings.

Fixings adapted to Irish building materials and with specified and proven performance.

65 enthusiastic people at Thorsmans in Drogheda produce and market a range of fixings that covers all materials, loads and specifications.

From simple Thorsman plugs to large acid proof Torgrip expansion bolts for the toughest of conditions.

All products are tailor-made for their specific app-

lications and with highest standard of product design, performance and quality.

A standard which is successful in the most demanding of international markets and are verified by extensive tests by IIRS.

THORSMANS

Thorsman Ireland Ltd.

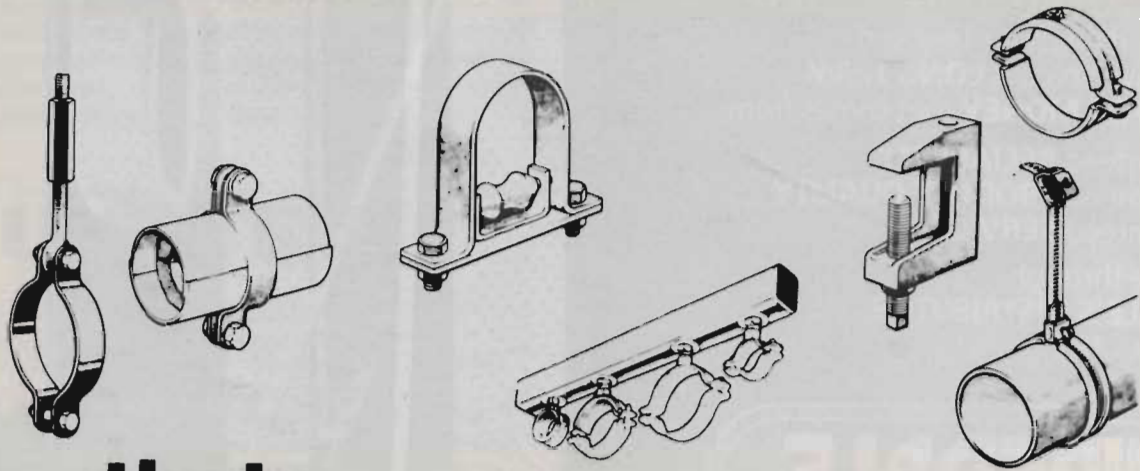
Factory and sales: Donore Road, Drogheda, Co. Louth
Telephone 041 36541. Telex 31824 THIL EI

ERICSSON



1,784 pipe supports, fixing and components to meet all known applications.

With a choice of 1,784 different pipe supports and fixings, the IHL range is the most comprehensive available. In addition we can also supply MUPRO Support Systems, Phenolic Load Bearing Insulation Blocks and R.S.A./R.S.C. Fabrications. This all adds up to a single source for every type of pipe and support fixing.



thats



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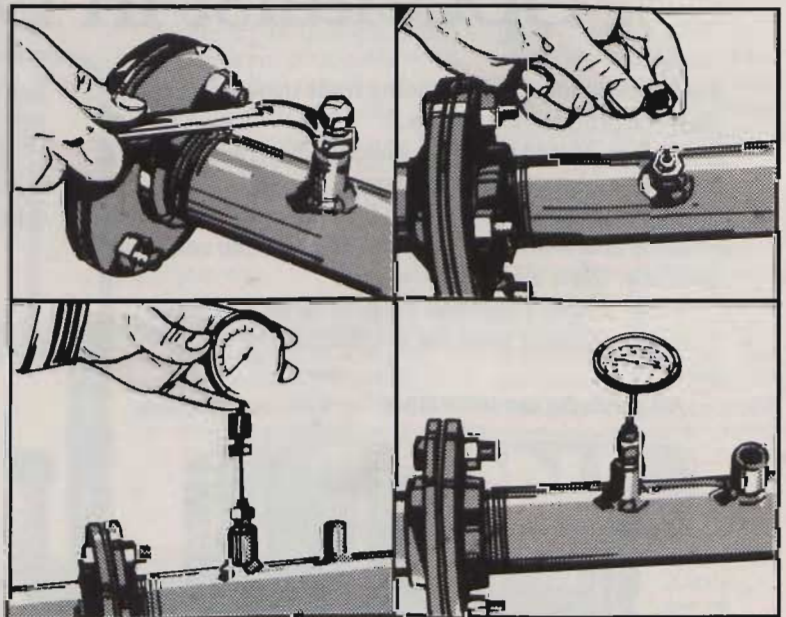
Industrial Hangers Ltd.

IHL House, Overthorpe Industrial Estate,
Banbury, Oxon, OX16 8UU. Tel: Banbury (0295) 57401/5.
Telex: 837667. Fax: (0295) 57477.

With one TWINLOK Test Plug you can have thousands!

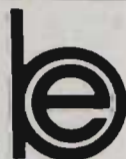
In a complex pipeline installation you can save thousands of pounds by using a TWINLOK Test Plug instead of fitting many expensive permanently installed thermometers or pressure gauges to accurately measure temperature and pressure. They are simple to fit and easy to use.

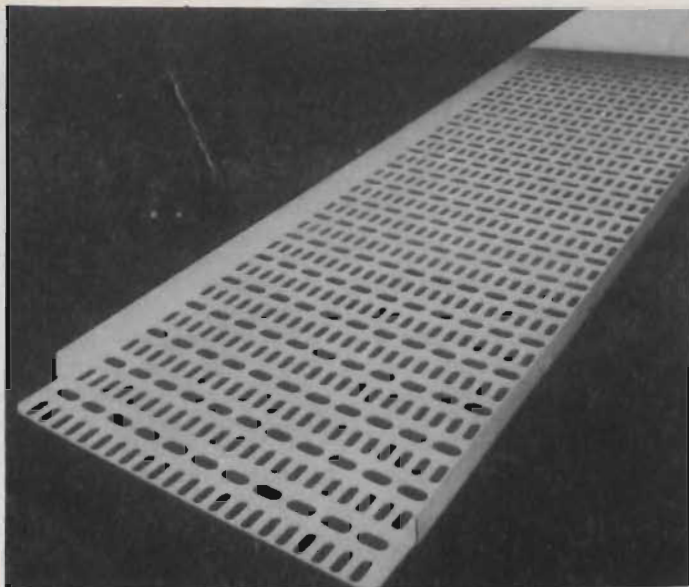
Ask for our comprehensive TWINLOK catalogue.



BINDER ENGINEERING COMPANY LIMITED

IHL House, Overthorpe Industrial Estate, Banbury,
Oxon OX16 8UU Tel: 0295 57401 Telex: 837667 Fax: 0295 57477





● *Photographic detail showing the new perforation patterns now being stamped into Airedale cable tray.*

allows for the fixing of tray to tray or accessories to tray, without the use of coupling pieces.

Medium Duty Return Flange (MDRF) tray is slightly heavier than the LDAP but is still strong enough to suit most requirements. For the heavier duty applications, where strength and rigidity are paramount, such as large cable loads or long span requirements, Heavy Duty Return Flange (HDRF) or Heavy Duty GDCCD patterns are available.

New perforation patterns are now being stamped into Airedale cable tray. The new configuration features alternating horizontal and vertical slots of two different sizes and these will provide an increased number of fixing positions that can accommodate the variety of cable ties which are now in use.

The increase to 20 x 11 mm of the large horizontal slot also facilitates on-site drop rod location for suspended

services installations.

Cable tray is supplied in a variety of finishes to suit any given environment. Cable tray galvanised before manufacture to BS2989 is available in 3-metre lengths and is generally suitable for most internal applications. For external and more hostile environments, tray galvanised after manufacture to BS729 is recommended, as it provides a greater protection — this is supplied in 2.4 metre lengths.

Other finishes include 316-S31 quality stainless steel, particularly suitable for marine applications; Corten 'A' extra deep galvanised, aluminium; plastic coated and epoxy powder coated.

Each of the cable trays is complemented by an extensive range of accessories — bends, tees, crossovers, reducers and cover. Where appropriate, couplers, copper continuity links and brackets are supplied, thus enabling Airedale to supply the complete cable tray system.

be supplied.

Dowel screws are available to suit many varied applications in the woodworking and plastics industries. A price list is available for the standard Cone Pointed range in 1/4" and 5/8" Whitworth. Information on other thread forms available on application.

Presswork capacity up to 100 tons enables IBS to offer a comprehensive range of flattening, punching, trimming and marking operations.

Turned parts capacity provides for Capstan and Auto work up to 2 3/8" bar diameter and to 6" diameter chuck work, backed up by excellent second op facilities.

Combined turned and cold formed parts — Economise by inviting IBS engineers to suggest minor design changes to your components, enabling you to substitute some cold forming operations in place of more expensive turning.

Stamped and formed parts can be provided in a variety of materials and finishes. Holes can be threaded or parts assembled by pressing e.g. rivet bushes, flared bushes, rivetted pins and spring

retaining lugs.

Turned and cold formed nuts are available in brass and steel up to 5/8" diameter and up to 3/4" in steel cold formed nuts.

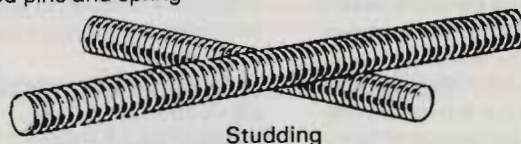
Studding connectors are offered from stock in all popular sizes. All of these items can be supplied in special threads or materials if required.

Studs, tie rods and chemical fixing studs are available in all popular thread forms and materials in lengths up to and exceeding 10 ft. and up to 2" in diameter.

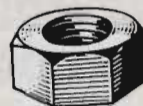
Headed and cold formed parts up to 3/8" diameter, including extra long rods, such as Galvanised Ladder Ties and similar "difficult to obtain" parts, can be produced to customers specification.

Levelling feet and height adjusters can be provided in a variety of types and sizes, with welded, rivetted or swivelling feet. The STETS paint clearing feature can also be included if required.

Additional capacity includes facilities for milling, drilling, slotting, gas shielded welding, bending and assembly work.



Studding



Nuts



Washers

● *Telcomatic steel studding is available in self-colour zinc plated, stainless steel, H.T. and brass. Standard length is 3m but cutting service available. This product is used extensively for support situations throughout the building and allied trades. A full range of zinc plated Hexagon nuts and washers is also available.*



Telcomatic

Telco Ltd is largely a manufacturer of studding (threaded rod) and this is chiefly the product which it provides to IBS. The company has been established 50 years and is the UK's largest manufacturer of studding. It also has growing exports to the Continent.

Telco Ltd also produces a variety of turned, thread rolled

and cold formed parts. Details are as follows:

Studding and allthreads in lengths up to 10 ft. and up to 2" diameter are available from stock in all popular thread forms. The standard range includes mild steel, high tensile steel, stainless steel and brass. Any special thread or material such as copper, phosphor bronze or aluminium can also



binder engineering

TWINLOK test plugs from Binder Engineering — an IHL Holding Ltd group member company — are designed to allow the user to measure the temperature and pressure of liquids and gases in a pipeline without the need for permanently-installed thermometers or pressure gauges.

The test plug provides a self-sealing access point in

live liquid or gas pipes to allow pressure and temperature measurements to be made in a range up to 550psi and temperatures of up to 135°C.

By using one thermometer or one pressure gauge, the user gets a common datum and accurate measurement in all sections of a pipeline complex.

It also avoids the possibility of comparative inaccuracies



• **Twinlok ... from Binder Engineering.**

between numerous permanently-installed thermometers and gauges.

Binder Engineering can also supply a variety of digital thermometers with probes suitable for use with the Twinlok test ring. With the right equipment and the correct

positioning of a pair of Twinlok test plugs, flow measurements are also possible. Twinlok test plugs and associated equipment can therefore be of great assistance to today's H.V.A.C. Commissioning Engineer.

HIT *fix*

Wherever cables, conduits or any building services need to be routed through roof areas or along the walls of a structure, Hit Fix spring steel fasteners are the ideal fixing system. Manufactured from high-quality spring steel, Hit Fix clips provide a fast and reliable method of installation and can be attached to beams, purlins or ceiling grids with only the most basic hand tools.

The Hit Fix range consists of a selection of flange clips, which include beam clips for horizontal and vertical flanges; flange dampers; two purlins; and ceiling grid clips with a variety of hangers for rod and strap or cable and conduit. Using a

combination of different products a solution to almost any fixing requirement can be found.

As the reliability of building services depend on their proper installation and therefore on the method of fixing, selecting the correct fixings is very important. Hit Fix fastenings have been used all over the world, proving both their reliability and versatility.

Most fasteners are coated with two layers of finishing material to protect against corrosion. A dacromet finish is available for outside use, which is resistant to atmospheric corrosion, mild chemicals and temperatures up to 300°C.



• **Hitfit steel fasteners, the ideal fixing system.**

Klambon Couplings are general purpose couplings for use with grooved or shouldered end steel pipes including spiral welded, as well as plastic pipes such as ABS, HD Polythene, PVC etc.

Simple, quick installation procedure requiring only one spanner, makes for low installation costs.

Housing key section positively engages groove or shoulder around entire pipe circumference mechanically locking pipes together.

Built-in deflection tolerances as per individual charts allow quicker installation and easier adjustment of pipe laying where levels vary or settlement occurs.

Klambon couplings can accept some linear expansion and contraction thereby relieving limited pipeline stresses without costly expansion joints.

A union per joint facilitates

the removal of pipe sections or for replacement, servicing, cleaning etc.

In the case of grooved end pipe, the grooves are not as deep as comparable threaded pipe, less metal is removed therefore pressure rating of pipe is largely retained. In the case of shouldered end pipe, ends are actually reinforced.

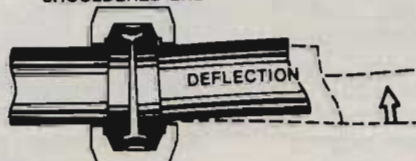
Klambon couplings are equally economical to dismantle where reclamation of temporary pipelines is desirable.

Klambon couplings and fittings for shouldered pipe are accepted as the most efficient pipe coupling systems in most parts of the world, combining the features of a straight line or a flexible coupling, a union and extension at each joint.

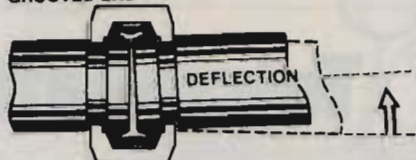
A full range of grooved and shouldered end pipe fittings, glen ball valves, glen butterfly valves and piping completes the Klambon system.



SHOULDERED END



GROOVED END

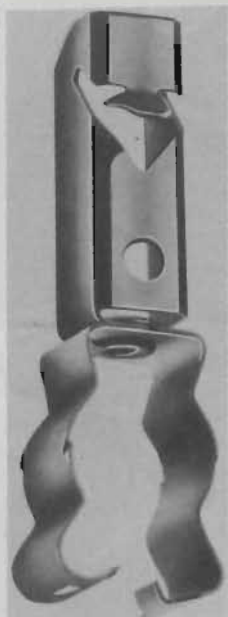
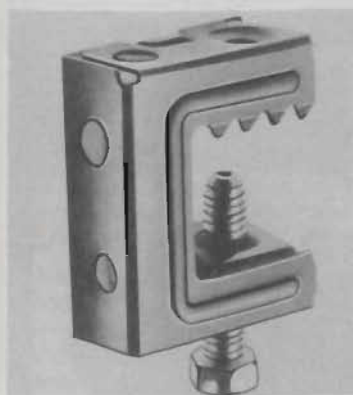
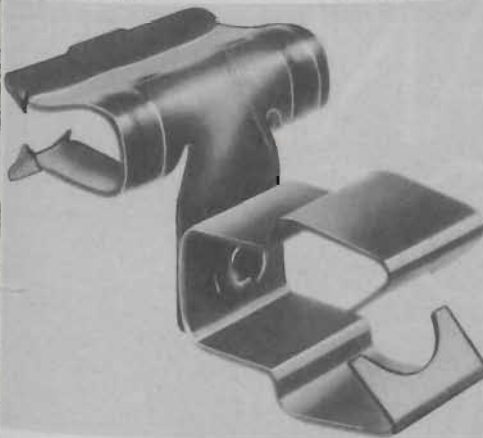


SHOULDERED END

GROOVED END



• **Klambon's unique advantages ... from Cepcor.**



SPRING STEEL FASTENERS

For whenever pipes, conduits or building services need to be routed through roof areas or along the walls of any structure. Hit Fix fasteners provide a quick and reliable method of fixing using only basic hand tools.

For further information contact the sales department at:

IRISH BUILDING SERVICES LTD.
36-46 Thorncastle Street,
P.O. Box 967, Dublin 4.
Telephone 683982.



The *Klambon* Coupling System for pipes and fittings in **FIRE PROTECTION SERVICES** is successfully employed world-wide



Grooved End Pipe Coupling



- **COST SAVINGS**
in installation time - up to 3 times faster than threading, flanging or welding.
- **NO SPECIAL TOOLS**
required for installation.
- *Allows for Contraction and Expansion.*
- *Each coupling acts as a union, absorbs noise and vibration, no built-in stresses.*
- **SPACE SAVING** compared to flanges.
- **APPROVALS**
UL and ULC listed; approved by FM, FOC, VdS and other leading authorities.

- **MATERIALS**
Castings - High grade Spheroidal Graphite (ductile iron) or Black Heart Malleable iron.
- **BOLTS & NUTS**
High tensile cup oval track head bolts with heavy hexagon nuts.
- **GASKETS**
Ethylene - propylene - diene - monomer (EPDM) for temperature range of -40°C to +110°C.
- *Also available in Nitrile (Buna-N); Styrene - Butadiene - Rubber (SBR) or Hydrin.*

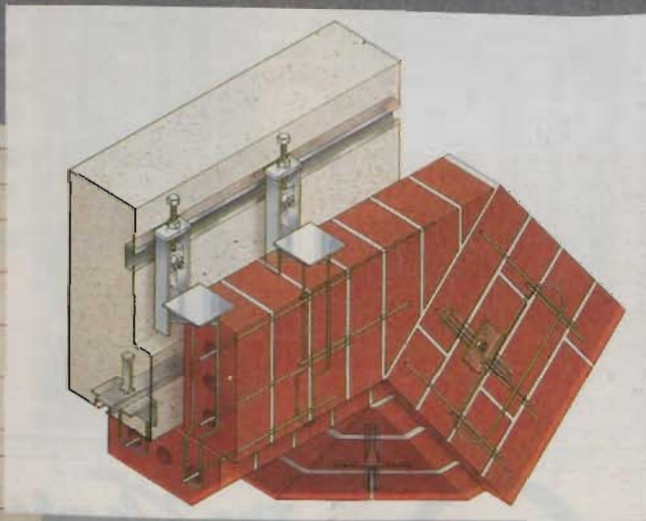
Klambon Couplings and Fittings are also employed in other building services such as plumbing, cooling and heating, as well as in mining, construction and agriculture.

THE ART AND TECHNOLOGY OF FIXING

THE ART



Splayed corbelled arches to the entrances of Pydar House, Truro's new Crown Office Building. Designed by MWT Architects, Truro for the Property Services Agency. Consulting Engineers were Kenchington Little & Partners, Plymouth. Contractors Wimpey Construction, Plymouth.



THE TECHNOLOGY

Brickwork support and restraint by Halfen. It's based on cast-in channel both plain and toothed from Halfen's standard range – probably the widest available! It uses Halfen accessories – support brackets and angles, cranked ties, U-bar stirrups and stitching rods. And it's the result of Halfen expertise – Halfen's Technical Department has the knowledge and experience to design the supports for brickwork of elegant simplicity or complex decorative detail.

Halfen have the fixings and the technology to turn architectural ambition into structural reality. Ask for your copy of the Halfen Brickwork Fixings brochure now.



Halfen Ltd, Griffin Lane, Aylesbury, Bucks HP19 3BP
Telephone: 0296 20141 Fax: 0296 20387

IDHE NEWS

IDHE Wants Improved Standards



• John Duignan, Treasurer, IDHE pictured with Ger Connolly, TD, Minister for State at the Department of Environment; Vincent Duffy, President, IDHE; Harry Pattison, Chairman, IDHE; and Paul Fox, Secretary, IDHE.

The Institute of Domestic Heating and Environmental Engineers is spearheading a drive to improve standards in domestic heating installations.

At their bi-annual Conference and Exhibition in the Riverside Centre, Sir John Rogerson's Quay, Dublin 2, in March, Bob Couchman outlined the role of the newly-formed HQSC (Heating Quality and Safety Council), in regulating the industry into the 1990's.

The HQSC will set standards and guarantee their enforcement by a bonding mechanism, protecting the customer and the responsible contractor from the "cowboy" installer. It is anticipated that the HQSC will receive the full blessing of the Department of the Environment and become the sole regulatory body for the industry by the end of the year.

As part of their drive to improve standards the IDHE also organised a Competition for Young Fitters, the final of which took place at the Riverside Centre during the conference.

The Institute also arranged a "Meet the Experts" session during the Conference, the purpose being to have a large number of heating contractors and consultants on hand to discuss central heating problems — be they on existing systems or on new or proposed systems — with the general public.

As for the conference itself, a series of papers covering relevant issues was presented throughout the day to attending delegates who then visited the personnel manning the many stands which formed the exhibition aspect of the event.



• A section of the attendance who participated in the IDHE Conference at the Riverside Centre, Dublin 2.



• Anthony Kane (son of well-known Christy), winner of the Chadwicks sponsored IDHE Young Fitter of the Year Competition.



• Michael O'Brien and Victor Byrne of Chadwicks with the three finalists in the IDHE Young Fitter of the Year Competition.

IDHE Golf Outing

At the inaugural outing of the newly-formed IDHE Golfing Society, which was held in Newlands Golf Club recently, a large attendance played and enjoyed the course in excellent conditions.

The overall winner was Shay Barnwell (15) who returned an excellent score of 38 points. Shay was presented with a most unusual 1st prize of an Ardagh Chalice. Tom Scott assisted John English in presenting the prizes and commented that Hevac Ltd were most satisfied with the number who played and those who sat down to dinner in the Club House. Ray Tracey, the soccer international, was the guest of honour.

RESULTS

Class 1 — Terry McGovern (10) Score of 37 points;
Class 2 — John Fagan (20) Score of 38 points;
Class 3 — Colm McCabe, Dublin Gas (22) Score of 32 points;
Winner of front 9 — Jimmy Slattery (6) 19 points;
Winner of back 9 — Tom Noone (12) 18 points;
Class 1 — 2nd prize — Des O'Sullivan (12) 37 points;
Class 1 — 3rd prize — Doug Boucher (14) 36 points;
Class 2 — 2nd prize — Gerry Phelan (17) 32 points;
Class 2 — 3rd prize — Tom Rennie (18) 31 points;
Class 3 — 2nd prize — Michael Murphy (24) 31 points;
Class 3 — 3rd prize — Brendan Pluck (28) 30 points.

Mechex '89 - Firm Base Set For 1991



• Michael Buckley with Minister for the Environment, Mr. Padraig Flynn, TD; and Gerry Murphy, Managing Director, Irish Trade & Technical Exhibitions (ITTEX) Ltd, organisers of the show.

There is no doubt but that for the vast majority of exhibitors at Mechex '89, the event proved a fruitful and indeed profitable exercise. Of course some did better than others and there is no denying the poor turnout of the first day, the Tuesday.

Generally speaking, first days tend to be poor anyway but, given the atrocious weather conditions on the particular day in question, the situation was made all the worse. Potential visitors, knowing they had a further two days to visit the show, waited until the Wednesday and Thursday.

But over this two-day period they did turn up. They represented a comprehensive cross-section of the entire industry, and numbered among them all the leading consultants, specifiers and contractors throughout the country. Additionally, they included industry and commercial personnel, plus representatives from the banks and other financial institutions.

While it's become clichéd to say that "it's the quality of those who attend, rather than

the quantity that matters", there is no less truth in it for all that.

Those who visited the show were of a very high calibre, a fact which was especially noticeable with the ending and subsequent direct spill-over following the end of each seminar/lecture session.

Indeed, the organisers of Mechex '89 intentionally incorporated this programme of seminar/lecture sessions into the three-day period of the show as a complementary exercise to further boost the event's all-industry appeal.

Included was a lecture aimed directly at the

domestic sector; another designed to appeal more to consultants; and sandwiched in between on day two was the CIBSE-organised seminar on air conditioning.

A further boost to the attendance was achieved by way of national media advertising promoting these events and also advertising the show itself.

That said, the show could have been better supported exhibitor wise. Those who did participate deserve credit for the high calibre of presentation. It was obvious that the vast majority had invested substantially in both the general stand shell

structures and the display material deployed throughout.

This latter point is particularly important. It is only in the context of the space afforded by a venue such as the RDS that such a degree of professionalism can be attained. Minor hotel-based shows of the type that have proliferated over the last few years are now a thing of the past.

As a first-time venture aimed at demonstrating a more professional and cost-effective means of all-industry presentation, Mechex proved its worth. Firstly, it does away with the many smaller shows which, by their very nature, are never all-embracing and consequently do not attract the desired number — or calibre — of visitor.

Secondly, it is a great deal more cost-effective. Participation at at least a half dozen small ineffective shows annually is costly in both direct monetary terms and in respect of the personnel hours it demands.

The industry simply does not justify such a proliferation



• A section of the attendance at the lecture by Professor Jack Torrance.

of shows.

Mechex, while appearing more expensive initially, is undoubtedly a more cost-effective exercise. What has to be borne in mind when calculating its cost is that it is a two-year event. Again the level of activity within the building services sector does not justify anything more frequent.

Overall — and especially when viewed in the context as outlined above — Mechex has confirmed the need for an exhibition of this type.

However, it would undoubtedly have been better still had there been more exhibitors. It was perhaps unfortunate that the timing was such that it clashed with the IDHE Conference (see page 25). In addition to the Conference, there was an associated "mini exhibition", all of which took place a few weeks prior to Mechex.

Perhaps for the next Mechex in 1991 the IDHE may join with the organisers and hold their Conference in conjunction with the show. This year CIBSE took advantage of the facilities made available to them to organise a very successful event of their own and there is no reason why the IDHE cannot do likewise.

When we put this idea to Gerry Murphy, Managing Director, Irish Trade & Technical Exhibitions

(ITTEX) Ltd, organisers of the show, he said that there was no reason why this could not happen.

"We were very pleased with the end result," he told *Irish Building Services News*. "What you must realise," he went on, "is that it is some time since there was a truly national all-embracing exhibition for the building services sector. Mechex '89 proved that there is a requirement for such an event."

"We were particularly pleased with the quality of stand presentation and the calibre of visitor to the show. Of course we were a little disappointed with the turnout on the first day but I think that was more than made up for on the Wednesday and Thursday."

"All in all I think Mechex has re-established a single, national exhibition pattern for the building services sector and this is something which can only be improved on for the 1991 event. We have taken careful note of the many views expressed by exhibitors and visitors alike, both during and after the show. The industry can rest assured that these comments will be taken into consideration when plans are being drawn up for Mechex '91."

"Of course there is scope for improvement but, what the recent Mechex has



• **CIBSE Seminar:** Speakers at the day-long CIBSE Seminar which was held in conjunction with Mechex were: John Coppin, Ove Arup & Partners; David Arnold, Troup, Bywaters and Anders UK; Seamus Homan, Seamus Homan Associates; Ron Foreman, Alpha Controls; Oliver Reddy, VMRA; Ken Beatty, College of Technology, Bolton St.; Colin Huggett, APV Hall; and Michael Buckley, Walker Air Conditioning.

established beyond any shadow of doubt is that the industry does require such an event."

NB: The same organisation is responsible for having conducted a similar exercise within the electrical industrial sector. It was an identical situation with a proliferation

of "mini shows" which led to the formation of Elex, the second in the series being Elex '89 which is scheduled to take place in the RDS next September. A visit to this show would prove most beneficial.



• **Professor Jack Torrance.**

ATTENTION

Would you enjoy -

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- ★ Job satisfaction?
- ★ An exciting new culture?

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The state sponsored Agency for Personal Service Overseas (APSO) promotes service by skilled and qualified Irish people in the Third World.

If you are qualified, can spare 2 years, and are interested in helping developing countries you can get further information by writing to:

APSO Overseas Register,
29 Fitzwilliam Square,
Dublin 2. Tel: 614411.

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overseas

BATHROOM FITTINGS



• Trent Waverley basin complemented with Victorian style crosshead taps.

RT Large - A Comprehensive Choice

WAVERLEY by Trent Bathrooms — the Trent Bathroom range offers the best in modern and traditional bathroom products from standard low-level ware to the close-coupled suites — the Connaught, Astura, Tropicana, Georgian and Waverley.

One of the finest suites to come on the market in the past year in Ireland is the Waverley Suite. A traditional Victorian style suite, it features a large square basin, width 610x510mm, matching pedestal, close-coupled pan with horizontal outlet, and cistern available with bottom connections. The Waverley bidet comes with 1, 2 or 3 tapholes as required.

There is a definite swing back to the old style in furniture and decor, and this suite finds its place most comfortably, evoking the style of the Vmgtowmen/Edwardian period. It is most suitable for hotels, and private houses, both old and new. It comes in white only.

It is shown to best advantage with Victorian style crosshead taps, in chrome, brass, or Golden Vista finish, and mahogany toilet seat and cover.

Waverley Suite, Victorian taps, mahogany toilet seats and covers are all available ex stock.

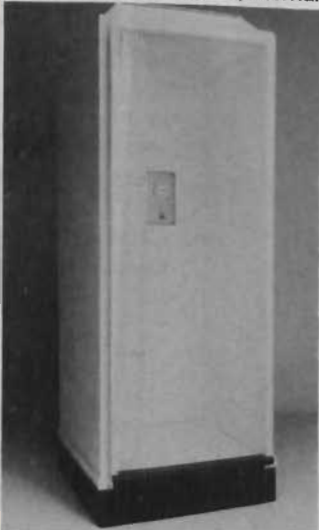
Leisure shower cubicle — THE Leisure stainless steel-enamelled shower cubicle remains a steady seller despite the large increases in the price of raw stainless steel, which are

forced prices upwards.

The consistent quality of this product over the years, quick installation, and the lack of problems once installed all argue in its favour. It carries a 10-year guarantee, is leakproof and rustproof, and is very easy to keep clean. It is very suitable for all types of installations, in private houses, guesthouses, hospitals etc. It is available with mixer valve, magnetic handset, or alternatively fixed headset. It can also be used with the electric shower heater of your choice.

Bette Baths — For many people the bathroom has become an important part in their living style. How nice to relax after a tiring day in bath tailored to your individual needs. Bette can fill the bill for most people no matter how varied their tastes.

Extra-long baths, extra-wide baths, extra-small baths, normal



• Leisure's Fiji stainless steel enamelled shower cubicle for R T Large. It carries a 10-year guarantee.

size baths, sitz baths, whirlpool baths — all manufactured in over 400 different colours to match in with all makes of sanitary ware, with chrome or gold fittings.

The Bette Sitz bath is a small bath for sitting/bathing/showering, suitable for small spaces, apartments, questhouses. It is especially suitable for old or disabled people, for whom a large bath can prove hazardous and slippery, and who would like to sit down on a small seat while having a bath. Naturally, there is also a saving in the amount of water used.

Two sizes are available — Model 106 — Length: 1180mm; Width: 730mm; and Model 105 — Length: 1050mm; Width: 650mm.

The Bette Shower Trays are just as versatile as the baths and are available in many sizes and depths, suitable for any installation, hospitals, hotels or private homes.

Their sizes range from 700mm x 700mm up to 900mm x 900mm, and 1000mm x 800mm to 1200mm x 800mm. Depths are 65mm, 150mm and 280mm.

Corner shower trays are also available in 800mm and 900mm sizes with a choice of the three depths, 65, 150 or 280mm.

Bette Whirlpool baths — these baths have a whirlpool system of the highest quality with chrome or gold fittings; it is a functionally-safe system which is guaranteed hygienic.

New from Bette: just coming on the market is an economy 5ft. 6ins bath with twin grips. Its price will compare favourably with the 5mm acrylic bath. It will be available in white and all colours. Those who prefer steel baths to acrylic, please note.

Victory Valves — One of the neatest and most efficient flushing systems on the market is the Victory valve concealed system. A chrome push button and wall plate set into tiles is all that is seen behind a back-to-wall toilet pan.

Behind the tiles is a wall extension rod and the Victory valve which provides an instant flush leaving the toilet pan ready for immediate use again.

These valves are very suitable for places where toilets are in constant use, such as hotel

foyers, clubhouses, schools, large office blocks etc. A minimum head of 6ft. (using 1 1/4" pipe) is required between the storage tank and the improved Victory valve. These valves require little or no maintenance.

Details on the entire range of bathroom fixtures and fittings as briefly outlined above are available from R.T. Large & Son Ltd., Spitafields, Dublin 8. Tel: 01-541699; Fax: 01-541799.

Jupiter - For Those Special Requirements

CARADON Twyfords have added two new products to their Jupiter range, one of the most popular bathroom suites on the market.

Of particular interest, especially for small bathrooms, is the new semi-recessed washbasin which is only 550mm wide. Its style, practicality and spatial economy ensures a wide appeal to consumers, builders and developers alike.

The washbasin includes two soap recesses — a feature on all Jupiter basins — and the bidet — and can be supplied with either one or two tapholes.

The other new addition to the Jupiter range is the back-to-wall wc suite. Co-ordinating with the semi-recessed washbasin, the stylish and space-saving Jupiter wc for ducted plumbing is set to become a strong seller in the domestic market, both in new building work and through showrooms. Designed to provide minimum projection, it is particularly suitable for any commercial or domestic situation where space is at a premium, but without sacrificing style or comfort.

In line with current plumbing standards, the dimensions have been specifically calculated to enable standard waste connectors to be fitted.

Like the rest of the Jupiter range, these new additions are available in all 10 of Twyfords' fashion colours, plus white, and also in the Moonstone Quartz finish, launched earlier this year.

Jupiter is one of Twyfords' best-established and most successful ranges, aimed at the

BATHROOM FITTINGS

middle market. The ever-increasing number of products in the range includes pedestal basins, baths, wc's, bidets and wall-mounted basins.

Another example of the quality and style incorporated within the Twyford range is the Capricorn suite.

The unique wc features a centre pull handle which is designed to comply with relevant water regulations and ensures an easy, efficient flush.

On the basin, decorative ribbings channel water back into the bowl, while a special pedestal adds extra luxury.

The matching bidet, too, features the special decorative ribbing and overflow trim. The fully-reinforced acrylic bath has a centre waste, the taps can be positioned on any corner and a fitted whirlpool is an option.

In all plain colours plus laser-green and dark grey lines on white.

Full details on the entire range are available from John Usher Ltd, 34 Island Street, Dublin 8. Tel: 01-779510/770175; Fax: 01-796808.



• Another example from the Twyford range is the Venus suite as pictured above. Details from John Usher Ltd.

HO PUMPS

AKTIVA

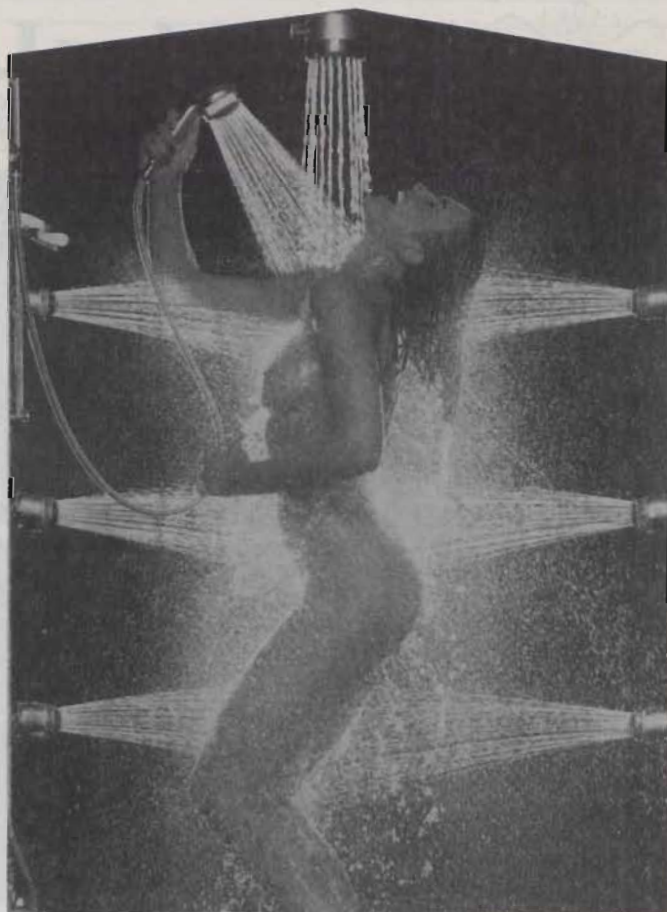
The top of the range shower system from the No. 1 European Shower Manufacturer.

hansgrohe

For further information contact:

HO PUMPS

Ballycorus, Kiltarnan, Co. Dublin.
Telephone 01-822025. Fax 01-823971.



BATHROOM FITTINGS

Hansgrohe - Products Full of Ideas from Europe's No. 1 Shower Manufacturer

Hansgrohe shower systems are a unique range of specially-designed shower options with matched pumps which are distributed in Ireland by H₂O Pumps & Electrical Services.

Originally developed to suit Continental and North American systems where the water pressure is much greater given that no water is stored in the home, H₂O through their Spanish Manufacturer Espa, have introduced a pump so that the invigorating benefits of their systems can be enjoyed by the Irish marketplace where water used for the bathroom is stored in a tank in the attic.

Whatever the situation in

your bathroom, H₂O match the correct pump to whichever system you have chosen, each package being supplied with a comprehensive manual.

In all there is a choice of six different types of shower to choose from ranging from the overhead shower through to handshowers, body showers, the four way quattro diverter, manual mixer option and the thermostatic mixer with shut off valve.

Four colours are also available — red, yellow, grey and white in addition to chrome, matt chrome and gold.

Additionally, intensive research and development by Hansgrohe has led to innovative showerhead technology. Apart from the normal shower spray, each head incorporates a soft spray, a pulsating message jet and the Eco-jet, a device by which up to 50% less water is used.

Moreover, a revolutionary cleaning system is now being incorporated into the latest new product introductions which ensures long-term freedom



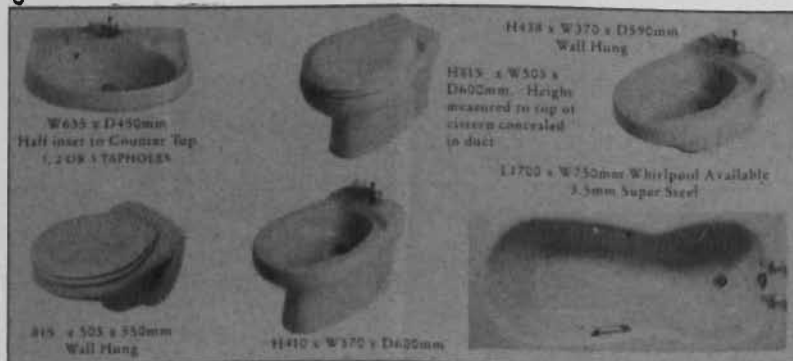
• Hansgrohe fittings and mixers... from H₂O.



John Usher Limited

AGENTS FOR CARADON TWYFORDS BATHROOMS

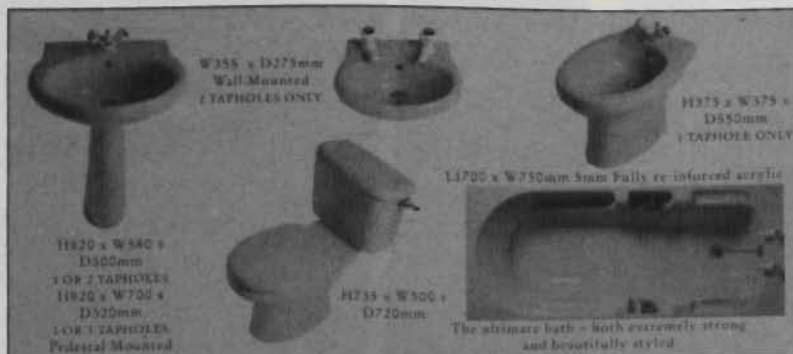
Twyford's



.... OLYMPIAN....

Features totally concealed plumbing, the unique contoured Supersteel Olympian bath, a half-inset wash basin designed for practicality and a back-to-wall wc and bidet with no dirt-collecting crevices. The concealed cistern means quiet flushing and the ducting provides attractive and useful shelf space.

The wc and bidet are also available 'wall hung' for even easier cleaning. Available in all Twyford's plain colours.



.... JUPITER....

The shapely bath with its smooth, soft curves is fitted with twin soap recesses, back rest and arm rests — the lap of luxury.

The close coupled wc has an exclusive wrap-around seat and cover.

And the wash basin comes in three sizes — standard, large and cloakroom.

JOHN USHER LTD., 34 Island Street, Usher's Island, Dublin 8. Tel: 779510/770175. Fax: 796808.

BATHROOM FITTINGS

from hard water deposits. Each time the spray pattern is changed, 60 cleaning pins remove any lime scale.

However, the Hansgrohe collection is not limited to shower systems. Pharo and Mondial are ranges of mixer taps, both of which are specifically designed and engineered to suit the more discerning connoisseur of fittings.

Pharo is intended for the user who wants exclusive bathroom fittings with the classical function of a twin-handle mixing tap.

The standard models are either finished in high-gloss chrome combined with refined mat decorations or alternatively in refined mat with high-gloss decorations.

The de luxe mixer version combines chrome, refined mat and white, together with gold application. A new brass surface finish is also available.

Additionally, in acknowledgement of the demand for matching bathroom fittings, the newly-

designed accessories Atoll and the hand shower Mistral Eco have been added to complement Pharo.

The bathroom fitting series Mondial was developed for those who prefer classical luxury combined with modern comfort. The standard Mondial is available in high-gloss chrome, with high-quality surface finishes in mat chrome or, high-gloss chrome.

Additionally, for those looking for something more exclusive still, surfaces in chrome, high-quality mat or white, each with gold surface finishes, are also available.

To match this new fittings collection, Hansgrohe have added the Atoll accessory range with its new surface finishes. The Aktiva hand shower and other accessories round off the bathroom fittings in matching design.

Full details on the extensive Hansgrohe range are available from H.O. Pumps & Electrical Services Ltd., Ballycorus, Kiltarnan, Co. Dublin. Tel: 01-822025; Fax: 01-823971.



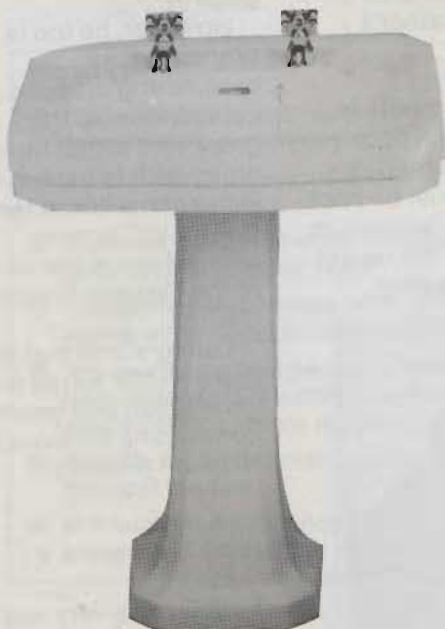
• Hansgrohe shower systems ... from H₂O.

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PLUMBLINES



PLUMBLINES

Like father like son they say, and so it is with **Christy Kane** and his son **Anthony**.

Christy is very well known throughout the domestic sector as a professional and dedicated craftsman. Hence, it was hardly surprising to see that it was his son — **Anthony** — who emerged victorious as Young Fitter of the Year at the recent IDHE Conference and Trade Showing.

The competition was held in conjunction with the IDHE event at the Riverside Centre in Dublin and was sponsored by Chadwicks.

Indeed, **Chadwicks** appear to have embarked on a major promotional push within the building materials supply sector.

They have adopted the "Gift Collection" technique of the oil companies to suit the industry and introduced a stamp collection scheme for plumbing and heating supplies.

Stamps are issued with all purchases of selected items (for cash or credit) at all Chadwicks outlets, the number per item varying according to its value.

Products involved cover the entire plumbing and heating sector and include such well-established brands as Shires, Grant, Grundfos, Triton, Mira and Potterton.

Stamps can be redeemed for a variety of "prizes", among them being a camera, a graphic equaliser, a microwave oven, a music system, a video recorder, an Irish weekend for two, a set of golf clubs, and a holiday for two in the sun.



• **SMC Air Conditioning** celebrated its tenth anniversary with a dinner and dance for some 150 clients and friends at the Berkeley Court Hotel in Dublin recently. The Inchicore-based company was founded by Managing Director **Sean McCarthy** with one assistant. Today, there is a team of 20 engineers backed by a full administrative staff. Pictured at the dinner were (left to right): **Kevin Woods, Cadbury; Sean McCarthy; and Gerry Murphy, Bord Na Mona.**

And now for some congratulations. Firstly to **Joe Noone**. In these trying times diversification is the order of the day and it was encouraging to see the response — especially in the consumer press — Joe received for the introduction of Marlan.

What is **Marlan**? ... I hear you ask.

Marlan is a multi-purpose material which resembles marble and is available in a choice of colours including white, ivory, light granite grey, dark granite grey and granite red.

It is ideal for kitchen counter worktops, so

much so that Joe recently organised a **£5,000** competition with the Evening Herald newspaper in Dublin.

Nice one Joe.

Secondly, my congratulations to **Robert C Gilbert**. As with Christy Kane and son above, Robert Jnr is following closely in his father's footsteps.

However, my congratulations in this instance are of a personal nature. As you read this Robert C will just be back from an idyllic sojourn in Italy following his recent **marriage** to Heather

Sullivan.

They were married in Rathfarnham with the party of over 100 guests converging in convoy afterwards to the Keadeen Hotel where celebrations continued long into the night.

And where would we be without a golfing story. I hear that **Paddy Horgan** of O'Neills scored his first significant competition win recently during a Variety Club of Ireland outing. Congratulations Paddy. I guess the investment in the new driver and full set of meta woods is paying off already!

And what of **Tom Ryan**? Over the last 12 months in particular Tom has gone to great lengths to promote, not just his own Supajet, but also the general concept of powered showers (see page 8).

However, he too is branching out ... broadening his base. Latest news on the grapevine is that he — along with two others — is to open a **Warm Home Centre** in Crumlin, somewhere in the vicinity of the Crumlin Shopping Centre.

I understand that there will be scope for installation and general contracting services. More on this anon.

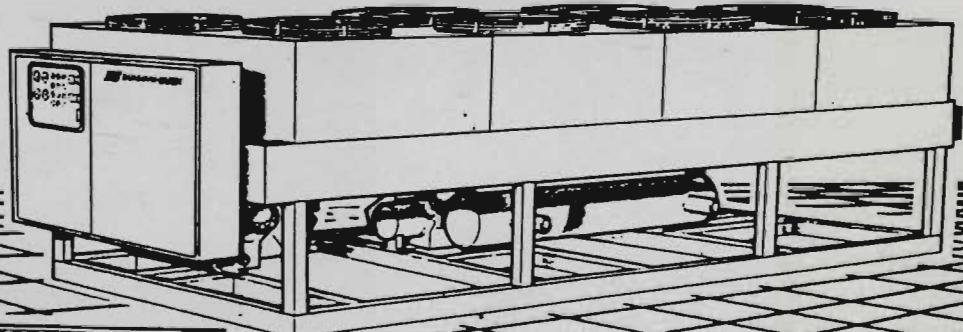
Finally, on a very sad note, I'm sure I speak for all when I say how shocked and upset I was at the news of **Eddie Egan's** untimely death. He will be sorely missed (see cover).



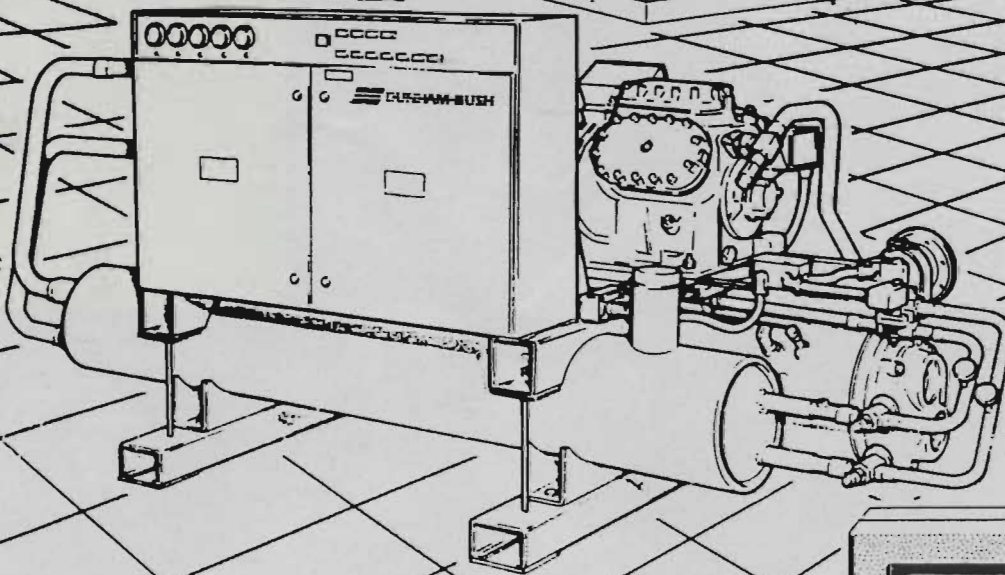
• **IDHE President Vincent Duffy** with **Christy Kane**; his son **Anthony**, winner of the Young Fitter of the Year Competition; and **Leo Slattery** of Chadwicks, sponsors of the event.

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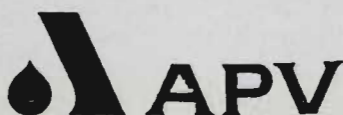


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